

THE Publishers' Weekly

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The American BOOK TRADE JOURNAL

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VOL. XCV.

NEW YORK, MARCH 22, 1919

No. 12



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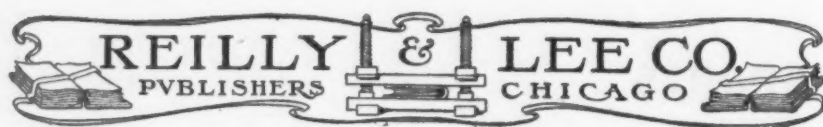
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*The title of "The Web" was chosen in December, 1918, by agreement with the National Directors at Washington and the book was announced in circulars to A. P. L. members before the appearance of a detective story bearing the same title, issued early this year by another publishing house.

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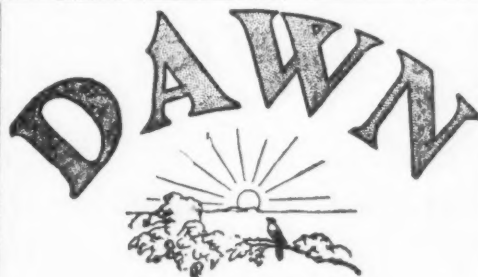
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send inquirers to bookstores. The re-
sults to you will depend upon the extent
to which you stock the books named

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A THRILLING MYSTERY
THE HOUSE
'ROUND THE
CORNER



GORDON HOLMES

EDWARD J. CLODE, Publisher, New York

100,000 WAYS TO BEAT PROHIBITION AND NO BAR NEEDED

Experts Say It'll Be Just as Easy
(and Far Cheaper) to Get a
Substitute for Your Favorite
Brand in Any Grocery or Drug
Store When the Dry Spell
Comes, and Tell Secret.

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Flying Squadron of Revenue
Agents to Enforce Prohibi-
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DRASTIC WORK PLANNED

Experts in Hunting Illicit
Still in Mountains Will
Seek City Offenders.

Special Despatch to THE SUN.
WASHINGTON, March 14.—Five hun-
dred of the best special officers of the
Internal Revenue Bureau are being
organized by Daniel L. Porter, Asst.
and Chief of Revenue Agents, to op-
erate in New York upon the day pro-
hibition becomes effective. Mr. Porter

RUM IMP CAN LIVE WITH HELP OF POKER

Rye, Barley, Rice, Prunes and
Raisins Will Do Bit in
Halting Drought.

ALSO YEAST AND CIDER

Cream Soda
MANY DRINKS FOR DRY TIME.
Threat of Prohibition Brings to
Light Recipes of Long Ago.
The realization that in short time
prohibition will be in effect has brought
to light many old-time recipes for mak-
ing light wines and beverages as well
as talk of new experiments. Thomas J.
Farrell, assistant manager of the Wal-
dorf, who has heard many interesting
United States

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NON-ALCOHOLIC BEVERAGES

1087 Formulas



ALCOHOLIC BEVERAGES

233 Pages

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Best Seller Before and After July First

EXTRACT from the Preface: "Without holding a brief for either the prohibi-
tionist or those who wish to manufacture innocuous beverages at home, this
little book is offered in the hope that its catholicity will appeal at once to the
'pros' and the 'antis' for herein will be found everything from strong wine to
lemonade."

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25 copies so as to get 33 1/3% discount. They will melt on the counter. Book
is attractively bound. Write, or wire your order at our expense. The people
all want this book. The prohibitionists like the hundreds of health-giving
beverages which can be made at home and the others want formulas which
do not require stills or other paraphernalia of the distillery or the brewery.
The information contained will be of interest to all.

Rush Your Order. Ready March 29th

SCIENTIFIC AMERICAN PUBLISHING CO.

233 Broadway, Woolworth Building

New York City

TO BE PUBLISHED MARCH 28th

*By Admiral Viscount Jellicoe
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THE GRAND FLEET: 1914-1916

Its Creation, Development and Work

Once in a generation a book appears that has two indelible marks of distinction: First, that it is the final, unimpeachable account of a great event. Second, that only one man living could have revealed it to the world. "The Grand Fleet: 1914-1916" is such a book. It lifts the curtain. Now we know. Here in one imperishable volume we have something that is all at once history, romance, tragedy, courage and victory. The whole world will talk about this amazing record.

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FORTY DAYS IN 1914

Here we have for the first time the inside, authoritative facts about that great "turning point of history"—The First Battle of the Marne. The author, Major-General Sir F. Maurice, commander of a division of the English Army in this battle and recognized leader among military critics, is the one man best qualified to tell the story of this spectacular and crucial struggle for world mastery. "FORTY DAYS IN 1914" is the one big narrative of the fateful engagement which sealed the doom of the arrogant Hun. Its vivid, masterfully realistic chapters will be eagerly read by a waiting world.

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By Philip Gibbs

Author of "The Soul of the War," "The Battles of the Somme," etc.

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Vol. I. The Menace. Vol. II. The Repulse

This great panorama of the war, drawn by the most widely read writer of the great conflict, is an epic picture of the most gigantic cataclysm of all history. It is a true, historic record of the dark hour when civilization hung in the balance, and is written with the inimitable skill and fine sympathy which have won a world audience for the author. Mr. Gibbs continues his great story of the war so auspiciously begun in his two earlier volumes, and carries it along until the final day of vindication and triumph, November 11, 1918.

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GEORGE H. DORAN COMPANY, Publishers, New York
Publishers in America for HODDER & STOUGHTON

WE'VE PICKED A WINNER!

Marketing fiction is like a horse race. Spring and Fall, publishers list their entries. The buyer plays his favorite straight and place. The gong rings. They're off! All in a bunch at the quarter!

At the three-quarter pole:

Four in front

Now three

Now two

and the wire with the winner. And everybody loves a winner.

We've made our entry:

The Fighting Shepherdess

We've played it straight. Look the "dope sheet" over and you'll trail along with us—and come home with "that grand and glorious feeling."

BOOK BUYERS AND CLERKS—Read

The Fighting Shepherdess

By

CAROLINE LOCKHART, Author of "Me-Smith"

before you place your bets.

If you haven't had a copy of the favorite, send for one.

The Fighting Shepherdess

is picked to win!

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SMALL, MAYNARD & COMPANY
PUBLISHERS

BOSTON

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 22, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Signs of a Busy Year

THE evidence of continued and increased activities in the book market are accumulating on every side. Publishers are speaking delightedly of the good January orders and of repeats already coming in. Retailers have been encouraged to find that the excellent showing of Christmas business did not end the public's book-buying energy and there have apparently been quick turns accomplished on the first purchases of the new year.

It seems likely that quick and rapid turning of stock is to be a pleasant characteristic of 1919. Publishers, handicapped by manufacturing delays, are finding markets that are absorbing books almost as rapidly as they can be delivered from over-crowded binderies. Retailers are finding that it is a season for quick repeated orders.

Three busy months have gone rapidly by and the trade has hardly had time to stop and analyze conditions. It would be well for every bookseller to sit down, as April 1st approaches, and carefully estimate business prospects. Things look good. Apparently people are reading. Many, relieved from the pressure of war work, are seeking relaxation in fiction; many are finding time to do the detailed reading on the war that had been postponed; tens of thousands of soldiers are sifting back into every community and these men have learned that study means success and that books for pleasure or profit are a necessary part of life.

If conditions are playing into the hands of the bookseller it would be the tragic mistake of his career if he failed to meet the opportunity with full energy and enthusiasm. April 1st has often been a time to draw in and wait, it looks now as tho this year were the time to go full steam ahead.

Progress can be most easily made when the elements are propitious and that seems to be the case now.

Features of the Boston Convention

THE twentieth annual convention of the American Booksellers' Association to be held in Boston, May 13, 14, and 15 should be receiving the attention of all members of the trade, for plans must be made at once and everything definitely arranged. The committees are already busily engaged in providing entertainment to supplement the "reconstruction" program which President Butler and his associates are arranging. One of the events planned is a trip to historic Cambridge, Lexington and Concord. All who attend the conference really ought to plan to spend several days in Boston after the convention ends, for there are countless interesting things to do and see in the city and its vicinity. The Copley Plaza has been selected as convention headquarters and it is advisable to secure accommodations well in advance.

Great Need for More Fiction in France

EVERY bookseller can help in keeping alive the public's interest in supplying books for the boys in France. The need is becoming more and more imperative and the American Library Association's funds cover only the educational needs and not the recreational.

A letter from Le Mans, where 200,000 of our boys are stationed, throws light on the real needs over there. It was written by Miss Florence A. Huxley, formerly of this office, who says that fully a million books could be used by the American troops in France right now and, illustrating the need by conditions as they exist in the area about Le Mans, she shows how vital it is for us to do all that we can to get books there as soon as possible and in as great numbers as possible. Le Mans is the embarkation center for Brest, St. Nazaire and Bordeaux and outside of the area of occupation it is the greatest American center in Europe. Fifteen thousand books of a general nature and some seventy cases of reference books were recently sent there to supply the needs of 200,000 men in an area of about 100 square miles—and these were all that were available at the time! The seriousness of the situation becomes more apparent when we realize that the boys in France are practically idle, waiting for embarkation, in a land where they do not speak the language and consequently do not understand the people. Books, —good books, and plenty of them—can do

more than anything else to curb restless spirits, drive away lawlessness and keep the boys contented and happy in a strange land.

Librarians are doing their part in the great work; it remains for the bookseller to put his shoulder to the wheel and make a big effort to acquaint the buying public with the facts so that it will supply books in even larger numbers than heretofore.

A house without books is like a house without windows.

Paper Maker Sees Busy Years Ahead

AS an indication of how one important firm views the effect of the war on book publishing, it is interesting to quote from the published opinion of S. D. Warren & Co., the Boston paper manufacturers.

"For the next few years the printing presses of this country will be as busy as machine guns were a few years ago.

"The maps of almost every part of the world have undergone some change, and the new geographies of our schools are to-day out of date.

"New world history has been made—history that changed the relation of the past to the present, and made obscure past events prominent and made prominent past events less important.

"Encyclopædias are due for revision with respect to the war-spiced progress in science, politics and the arts.

"Our very language has been influenced. Scores of new words, such as 'camouflage' and 'Bolshevik,' have entered the language. Other words, such as 'salient,' 'tail-spin,' 'liaison,' 'no-man's-land,' have acquired new meanings and uses.

"Who can estimate the number of books—educational, historical, biographical, scientific—that will clamor for their place on the printing press?

"Changes, improvements, new ideas, inventions are surging about us, clamoring for paper to give them expression."

Poetry Evenings at Sunwise Turn

Beginning with Wednesday evening, March 10th, the Sunwise Turn at 2 East 31st St., New York, is holding at its shop a series of evenings on the poets and by the poets. Padraic Colum talked this week on Swinburne and will follow this with talks on Meredith and Morris.

Reconstruction Convention of the A. B. A. Boston, May 13, 14, 15, 1919

The Committee on special cars to Boston, composed solely of Congressman David J. O'Connell of Funk & Wagnalls Co., thinks everyone who sells books should be in Boston at the time of the Convention. It "unanimously" urges prompt action and a speedy declaration on the part of all who intend to go to Boston; the Congressman realizes that the Committee has a big job on hand with not much time in which to make arrangements.

Remember that railroad terms today are not the same as at the time of the Chicago trip. Bear in mind that the Committee's (alias Congressman O'Connell's) influence with the Administration is as yet very tender, and do all that you can to make negotiations easier. Rush your acceptances!

THE AMERICAN BOOKSELLERS' ASSOCIATION

Charles E. Butler, President,
225 Fifth Avenue, New York.

Big Totals Predicted for This Year

"Any wide-a-woke store in the Middle West can almost double its 1918 profits during 1919," declares J. J. Halsey, merchandise manager of Burgess-Nash Co. of Omaha, in the *Dry Goods Economist*.

"This can't be done by lying down on the job, but must be accomplished thru the most careful merchandising.

"Money is plentiful out here—1918 crops were big and the prospects for 1919 are for still larger ones.

"The Government has assured the farmer the largest prices for his products that he has known in peace times, and the farmer is spending this money. Since the whole Middle West depends almost entirely on agriculture, this prosperous condition is reflected in every branch of business. Everyone is prosperous.

How To Do It

Americans want to make money individually. Americans want their nation to be prosperous.

Americans want their government to be recognized as a world-leader—liberal, enlightened, powerful.

Americans want to support their government in all the difficult tasks which attend the turning from war to peace.

These are worthy and commendable desires. Americans can accomplish all this by subscribing to the fifth Liberty Loan—the Victory Loan—as enthusiastically and liberally as they subscribed to the four preceding loans. Thru saving and thrift they can buy the new short-term notes.

About thirty million good Americans have bought Liberty Bonds in the four previous issues. There is not a single reason why every one of them should not become a subscriber to the fifth Liberty Loan.

IS ST. LOUIS A BOOK MARKET?

BY WALT BLOESER

Manager of the Promotional and Research Division of the St. Louis Post-Dispatch

In the guise of an advertising reporter, I embarked upon an investigation of the book market of St. Louis with the preconceived notion (which I understand is the general opinion) that it was a poor book town. I am glad to say, from the standpoint of one who is interested in all healthy local market conditions, that I had not gone very far in my research before I was disillusioned by facts.

From published records I find there are listed as many private book collections in St. Louis as in other cities—this, not with respect to a city's size, making St. Louis rank relatively high. While that may not represent much from the publisher's standpoint, it does prove there is extant in St. Louis a "book spirit" that is, at least, substantial, seasoned and unchanging.

St. Louis libraries, their conduct, prestige and size, are factors to be considered in determining the book selling possibilities of the territory. The patronage of a library determines, first, its character as a book-loving community, and second, its popularity as a book-reading city.

The St. Louis Mercantile Library, with an extensive active membership, is the largest one of its kind west of the Mississippi River. True, the library is substantially endowed; it can, however, be classed as self-supporting and thrives as a business enterprise, being unique in this respect among libraries of its class. The fact that it does maintain itself again shows the responsiveness of the book-reading public in St. Louis.

To hold that people join libraries to defray or avoid the expense of book-buying, and, therefore, that a town ranking high in libraries cannot be a book-buying center, is like maintaining that no merchandise which can be rented or subscribed to will sell. The analogy here is fair and reasonable. Player pianos sell, tho they may be rented. Houses rent in great majority—still the building of homes continues on a large scale. Furniture, automobiles, typewriters, and a host of other articles of practical, everyday use may be rented, and yet they all sell outright.

The St. Louis Public Library, together with its many branches, is daily thronged with men, women and young folks in every walk of life in quest of books and literature. This is exemplary of the book temperament of the city. To say that St. Louis is not a book town is to say that it will not read. Personal opinion must give way to the fact that at the public library during the fiscal year ending April 8, 1918, the total recorded number of volumes lent for home use and used in the building amounted to 2,740,563. This would average an issue of three books to every person in St. Louis.

The manager of and buyer for the book department of a large department store told

me that he had never experienced such a prosperous year and that he did not anticipate a decline in the market. Ordinarily his largest book sales occur twice yearly, during the summer and winter for fall and spring book seasons. However, he declares that the demand for post-war fiction and non-fiction will far surpass his volume of war period book sales.

A librarian—a recognized authority on books, book-readers and book-buyers in another metropolitan city—stated to me that it should be the particular aim and special business of every good librarian to encourage his readers to buy books. In this manner he makes of the library a veritable show room for the publisher, but claims the latter practically ignores it. Last Christmas he erected a special book display on exhibit for no other reason than to stimulate book buying. Publishers would not co-operate with him even to the extent of asking local bookstores to carry in stock duplicates of what his display comprised.

It was his opinion that publishers waste a tremendous amount of money bombarding libraries thruout the country with book advertising literature that could be better utilized on the reader himself. What the average librarian wants to know are the apparently unimportant details such as the exact, all-round size of the volume, the kind and quality of its binding, whether or not the pictures are bound in or tipped in, etc. This information, he states, the publisher is reluctant to give.

There is a growing need, or shall we say, a great silent demand for a large enterprising bookstore in St. Louis, the size of McClurg's in Chicago or Brentano's in New York. There is enough business here to justify it, and in the meantime it is the publisher's direct-by-mail market.

St. Louis has one of the finest second-hand bookstores in the United States in William Harvey Miner's on Franklin Avenue near Grand. This is a point for the publisher's consideration. Not that he can sell the second-hand dealer but it again shows the quality of St. Louis as a book market. No one will dispute the ability of a second-hand book-seeker to buy. He often pays fabulous prices for a rare print or favorite author.

The consensus of opinion among those interviewed is that the publisher has been lax if not criminally neglectful in his attitude toward St. Louis as his field for book exploitation.

The classes of books that will be in greatest demand are those treating on the war directly or indirectly. The war is exchanging "new lamps for old"—in setting up new standards—has in no small measure affected the book-buying business. Especially has it made many converts of persons who never before read anything except the daily papers.

All these the publisher must remember become potential prospects, if not his future customers.

According to the illustrious author, Meredith Nicholson, "More may be learned from a librarian as to the trend of thought in his community than from the secretary of a commercial body." If the publisher's sales and advertising managers will dwell on this fact as one source from which to get the book buyers' viewpoint and reflect in their advertising copy the ideas they get from this source, they can appeal to the book buyers thru the columns of metropolitan newspapers in a way that will be 100 per cent productive.

One second-hand dealer (T. W. Chamberlin, 104 North Seventh Street) told me that he had dozens of inquiries for books on socialistic and labor subjects. One inquirer, a young skilled laborer, remarked, "Four thousand men in our factory are after books on this subject. We can't all get the books at the library so I hunted up your place." Here then is a market in itself begging on its very knees for books, books, books, and no publisher in the columns of a newspaper offering any to answer the demand. Incidents like these are daily occurrences in St. Louis. Alert publishers will do well to capitalize the situation promptly.

My suggestion to the publisher is to let the promotional department of a newspaper conduct a regular investigation in its respective city on the book market. Upon the report from such a department he can base a well-defined schedule of ads. or campaigns to meet the situation.

Certainly the problem of winning a market like St. Louis, where book dealers are scarce, should not discourage the publisher or keep him from advertising. The department store book outlets are quite able to handle the full demand, but it remains for the publisher to do his part.

"Bookselling has got to be taught" is the recent announcement of the secretary of the American Booksellers' Association. Inadequate business methods and unintelligent handling of the product is the cause of the present bookselling predicament. Until some steps are taken to give the prospective purchaser the assurance that he is being intelligently advised thru dependable advertising rather than being forced to rely on the word of the dealer's clerk, bookselling will be a field of neglected opportunity.

The weekly book reviews of the metropolitan newspapers not only guide and elevate a community, but they act as an asset to the publisher as well. Thru such departments an endeavor is made to find the hobbies of the readers.

From a strict merchandising and marketing point of view, it is quite evident that the St. Louis book field is fertile, productive, and, just at this time, very receptive to a campaign of book advertising. It remains for enterprising publishers to take advantage of the situation. In the light of the above facts it is reasonable to prophesy that their activities would not be in the nature of an experiment. This is the logical time for the publisher to launch a campaign of salutary propaganda in his own behalf. Institutional advertising also offers him a great opportunity to gain prestige and is well worth his consideration.

USEFUL BOOKLISTS ON A PRESENT DAY TOPIC

The Foreigner in Our Midst

The period of reconstruction has again raised to national importance the problem of the foreigner in America. The previous conditions in which he lived, the influences which surround him here, the present outlook for his future are all questions engaging the attention of thoughtful citizens to-day. Are the diverse elements in the country's huge melting-pot fusing to make true Americans?

Various aspects of this interesting subject are treated in the following list of books, prepared by the City Library Association of Springfield, Massachusetts; perhaps a broad and sympathetic understanding is best gained from some of the illuminating autobiographies and from thoughtful works of fiction showing the evolution of the immigrant in this country:

A GROUP OF AUTOBIOGRAPHIES

Antin, Mary. The promised land. Houghton. \$1.75.

Absorbing autobiography of a Jewish girl who left Russia as a child and who glories in America, teeming with possibilities for the foreigner.

Holt, Hamilton, ed. Life stories of distinguished Americans as told by themselves. Pott. \$1.50.

Ireland, Alleyne. Joseph Pulitzer. Kennerley. \$1.25.

Reminiscences of the great Jewish-Hungarian editor of the New York *World* by his secretary.

Irvine, Alexander. From the bottom up. Grosset. 75 c.
Life story of an Irishman.

Ravage, M. E. An American in the making. Harper. \$1.40.

Autobiography of a Roumanian Jew and his evolution thru sweat shop and college into an American citizen.

Rihbany, A. M. A far journey. Houghton. \$1.75.

A stranger from the land of Syria "found himself" later as the pastor of one of Boston's well-known churches.

Riis, Jacob. Making of an American. Macmillan. \$2.25.

Autobiography of the famous Danish-American.

Steiner, E. A. From alien to citizen. Revell. \$1.50.

A life of kaleidoscopic variety showing the transformation of a Hungarian emigrant into a much-respected American citizen.

Stern, Mrs. G. E. L. My mother and I. Macmillan. \$1.

The author's own story of her transformation from the orthodox home of her father, a Jewish rabbi, to her own, where she is the wife of an American professor. Emphasis is laid on the pathetic estrangement between mother and daughter growing out of changed environment.

FICTION HAVING "NEW AMERICANS" FOR THE THEME

Allen, F. N. S. The invaders. Houghton. \$1.30.

A tale of Poles in the Connecticut Valley and the making of a home by a Polish husband and an American wife.

Anthony, Joseph. Rekindled fires. Holt. \$1.40.

The story of a family in a Bohemian colony somewhere in America with a bright boy for the hero who links the old and the new.

Bullard, Arthur. Comrade Yetta. Macmillan. \$1.35.

The tale of a bright Jewish girl who, befriended by a fine set of social workers, became the force behind a leading Socialist newspaper.

Cather, W. S. My Antonia. Houghton. \$1.60.

Heroine is the daughter of a Bohemian pioneer settler in a Nebraska town.

Cather, W. S. Song of the lark. Houghton. \$1.40.

Story of a Swedish singer in America.

Fenollosa, Mrs. Mary. Sunshine beggars. Little. \$1.50.

Italian life in a New England seaport.

Miniter, Mrs. E. M. Our Natupski neighbors. Holt. \$1.35.

Shows the rapid development of a Polish family in an American environment and the reflex influence of the thrift of the Poles.

Nyburg, Sydney L. The chosen people. Lippincott. \$1.40.

Story of Jews in all walks of life with special emphasis on the labor situation which produces strikes.

Olmstead, Florence. Father Bernard's parish. Scribner. \$1.25.

Story of the cosmopolitan population of the East Side.

Tobenkin, Elias. House of Conrad. Stokes. \$1.50.

Story of a Prussian socialist who wished to found a "house" in America.

Tobenkin, Elias. Witte arrives. Stokes. \$1.25.

Story of a Jew who came from Russia with his family as a child, and the varying episodes of home and business life which he passed thru until he became a successful literary man with an American wife.

RACIAL BACKGROUNDS

Balch, E. G. Our Slavic fellow citizens. Charities pub. com. \$2.50.

Burgess, Thomas. Greeks in America: an account of their coming, progress, customs, living and aspirations with stories of some famous American-Greeks. Sherman, French & Co. \$1.35.

Hosmer, J. K. The Jews, ancient, medieval and modern. Putnam. \$1.75.

Van Norman, L. E. Poland, the knight among nations. Revell. \$1.50.

A FEW GENERAL WORKS

Abbott, Grace. The immigrant and the community. Century. \$1.50.

A presentation, by an authority, of some of the difficulties which beset the immigrant and some of the problems the native-born must face.

Addams, Jane. Twenty years at Hull House. Macmillan. \$1.50.

Brandenburg, Broughton. Imported Americans. Stokes. \$2.

The story of a disguised American and his wife studying the immigration question in the foreign section of New York City and across the water.

Commons, J. R. Races and immigrants in America. Macmillan. \$1.50.

A thoughtful study based on facts and statistics.

Jenks, J. W., and Lauck, W. J. The immigration problem. Funk. \$1.75.

Steiner, E. A. The immigrant tide, its ebb and flow. Revell. \$1.75.

Personal experience of a very human sort with immigrants in the steerage, across the sea and in America.

Wald, L. D. House on Henry Street. Holt. \$2.

Life in a settlement house on the East Side.

Not only are there books of the foreigner, but there are books *for* the foreigner—books which introduce him to the language and customs of this new country and help him to become an American. In a list recently compiled by the Grand Rapids Public Library we find the following volumes suggested:

Austin, Ruth. Lessons in English for foreign women. Am. Bk. Co. 35c.

Beshgeturian, Azniv. Foreigner's guide to English. World Bk. Co. 30c.

Cabot, Ella L., and others. A course in citizenship. Houghton. \$1.25.

Carr, J. F. Guide to the United States for the Jewish immigrant. Immigrant pub. soc. 50c.

Fowler, N. C. How to obtain citizenship: plain and simple directions for the alien or foreigner who would become a citizen of the United States. Sully. \$1.

[English, French, German, Italian and Yiddish text.]

Hill, Mabel, and Davis, Philip. Civics for new Americans. Houghton. 80c.

Kallmeyer, Chas. How to become a citizen of the United States of America. Kallmeyer pub. co. \$1.25.

Lien, A. J. Privileges and immunities of citizens of the United States. Longmans. \$1.25.

O'Neil, R. K., and Estes, G. K. Naturalization made easy: what to do and what to know. Carlisle. 50c.

Sanjean, John. How to become a citizen. J. Sanjean, pub. 50c.

Stevens, Ruth D., and D. H., ed. American patriotic prose and verse. McClurg. \$1.25.

Talbot, Winthrop, comp. Americanization. Wilson. \$1.50.

United States. Bureau of immigration and naturalization. Information for immigrants concerning the United States: its opportunities, government and institutions.

Naturalization of aliens in the United States: how to become citizens, what is required, rights and duties.

Import Embargo Removed

Among the commodities from which the War Trade Board announces French import restrictions have been removed are some of direct interest to publishers. Dyeing and tanning materials—roots, herbs, leaves, berries, etc.—are no longer on the restricted list, and paper and its manufactures—newspapers and periodicals—have also had the embargo lifted.

The War Trade Board also announces in a new ruling that the "Free List" for Switzerland now includes magazines, books, pamphlets, etc., so that licenses will henceforth be issued freely for shipments of this kind.

Money Order Business With Belgium

The resumption of money order business between the United States and Belgium took effect March 10. Money order transactions with Belgium were suspended August 4, 1914, following the invasion by the Germans. Prior to the war a large volume of business passed to and fro between the United States and Belgium, and it is anticipated that with the resumption of service this means of transmitting money which is absolutely safe and also economical, will be largely availed of by those who desire to relieve the necessities in that unfortunate country.

Resumption of Importations from Germany

Lemcke and Buechner have sent out the following notice to the trade:

The resumption of legitimate communication with Germany and Austria being apparently imminent, possibly even before the formal declaration of peace, we shall be pleased to have explicit orders for the supply of *periodicals* and *serial publications*, interrupted since 1915, including *Abhandlungen*, *Arbeiten*, *Beiträge*, *Berichte*, *Ergebnisse*, *Fortschritte*, *Jahrbücher*, *Jahresberichte*, *Mitteilungen*, *Sammlung*, *Sitzungsberichte*, *Studien*, *Verhandlungen*, *Veröffentlichungen*, and all similar publications.

As publishers have probably cut down the editions during the war it is of the greatest importance that our patrons should not lose the opportunity to fill gaps and secure complete files. *An immediate response is therefore solicited.*

In case of colleges and universities who have secured thru other sources certain periodicals, it will be necessary to state exactly which *years*, *parts* or *numbers* they desire us to furnish and if hereafter, and from which part, we shall resume the regular supply.

Kindly state explicitly for each title of both periodicals and serials which *years*, *volumes*, *parts* or *numbers* you wish us to order.

Not having had any advices since June 1915 we are unable to state which parts and numbers may have been collected and held for our patrons at Leipzig.

One shipment of specially ordered books under the prevailing "permit" system has been held at Rotterdam awaiting permission for the steamer which has had it in its hold since 1916 to sail for New York which has so far not been given.

We shall also be glad of a confirmation of book orders placed with us during the war, forwarded to Leipzig while it was possible to do so, but not shipped so far.

The Author of the Hour

The great novel of the war seems by popular acclaim to be the work of the Spaniard, Blasco Ibáñez. How many have read the "Four Horsemen of the Apocalypse," it would be difficult to state. Undoubtedly it would be far easier to tell to how many of his present readers Ibáñez stands as a new author. Such a state of affairs only serves to emphasize the general indifference of the reading public to the literature and writers of foreign lands.

In an article in the New York *Tribune*, Isaac Goldberg, commenting on this parochial attitude which is keeping away from us much in literature that should be known quite generally, thinks that Ibáñez can do much to combat the tendency and develop a broader, more cosmopolitan taste. In order to do it, however, it will be necessary to become acquainted with the man thru his work. To encourage further acquaintance, Mr. Goldberg has made an interesting classification of the Spaniard's novels, which we reprint below.

"As convenient a classification of the author's original work as any would be that dividing the novels into the regional type, the propaganda type, and the war-books, which are in essence of the propaganda type. Outstanding representatives of the first would be such masterpieces as 'La Barraca' (The Cabin, or Farmhouse) and 'Cañas y Barro' (Reeds and Mud); to the second type belong such works as 'La Catedral' (The Cathedral, or as it is known here, The Shadow of the Cathedral), 'El Intruso' (The Intruder), 'Sangre y Arena' (Blood and Sand), and 'La Bodega' (The Saloon); to the third belong 'Los Cuatro Jinetes del Apocalipsis' (The Four Horsemen of the Apocalypse) and 'Mare Nostrum,' soon to appear in English as 'Our Sea.' I do not claim for such a classification that it exhausts the writer's work; indeed, it omits some of his best, such as 'La Maja Desnuda' (The Nude Girl, from Goya's painting, altho the character to whom it is applied in the tale is the wife of a renowned artist) and 'Sónnica la Cortesana' (known in English as Sonnica). The latter, beside being a tale of ancient war, is also one of the most successful modern novels of the sort that attempt to reconstruct a past age. Here, no doubt, the reading of the author was of material aid, but only his penetrating vision and glowing imagination could have infused life into this absorbing tale of the siege of Saguntum by Hannibal."

HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XVI—THE DRAMA; AMERICAN, ENGLISH AND FOREIGN

In any study of the drama it is well to have access to several works of general criticism on American, English and foreign drama. The variety of books in this particular field is almost unlimited, so it will be easy to make a suitable and representative choice from the carefully selected list given below.

ANDREWS, CHARLTON.

The Drama To-Day. Lippincott, \$2.00.
(Chapters on The Americans, The British, The Continentals.)

CHANDLER, FRANK WADLEIGH.

Aspects of Modern Drama. Macmillan, \$2.00.
("Essentially a study not of dramatists but of dramas." Analyzes the themes and ideas of a host of modern dramas of all nations.)

CLARK, BARRETT H.

The British and American Drama of To-Day. Holt, \$1.75.
Continental Drama of To-Day. Holt, \$1.75.
Contemporary French Dramatists. Stewart, \$1.50.
European Theories of the Drama. Stewart, \$3.00.

DICKINSON, THOMAS H.

The Contemporary Drama of England. Little, \$1.25.
The Case of American Drama. Houghton, \$1.65.

DUKES, ASHLEY.

Modern Dramatists. Sergel.
(All English and foreign dramatists.)

HALE, EDWARD EVERETT, JR.

Dramatists of To-Day. Holt, \$1.75.
(Pinero, Shaw, Phillips—English; Rostand, Hauptmann, Sudermann, Maeterlinck—foreign.)

HENDERSON, ARCHIBALD.

European Dramatists. Stewart, \$2.00.
(Shaw, Wilde, Barker—English; Ibsen, Maeterlinck, Strindberg, Schnitzler—foreign.)

HOWE, P. P.

Dramatic Portraits. Kennerley, \$2.00.
(Pinero, Jones, Wilde, Shaw, Harkin, Barker, Davies, Galsworthy.)

HUNEKER, JAMES.

Iconoclasts: A Book of Dramatists. Scribner, \$1.50.
(Ibsen, Strindberg, Becque, Hauptmann, Sudermann, Hervieu, Gorky, D'Annunzio, Maeterlinck, Shaw.)

MOSES, MONTROSE J.

The American Dramatist. Little, \$2.50.
(The only comprehensive history of the American drama.)

There are a number of open series of dramas, to which new titles are added from time to time. Among them may be mentioned compilations by the following publishers:

BADGER

American Dramatist Series. 22 v., \$1.00 ea.
Poet Lore Plays. 10 v., \$1.50 ea.

BRENTANO

Modern English Dramatists. 9 v., 75c. ea.
Harvard Plays. Edited by Professor Baker. 2 v., \$1.00 ea.
Vol. I. Plays of the 47 Workshop.
Vol. II. Plays of the Harvard Dramatic Club.

DOUBLEDAY

Drama League Series of Plays. 22 v. 75c. ea.

HUEBSCH

Wisconsin Plays. 2 v. 1.25, \$1.50.

LITTLE, BROWN

Modern Drama Series. 11 v. \$1.00-\$1.50.
(Little-Brown's "Contemporary Drama Series" is wholly criticism.)

SHAY

The Provincetown Plays. 3 v.

Collections of plays by various authors are increasingly numerous. These gatherings provide the text of the play, often with the addition of much critical and biographical material. Anthologies are a great aid to the study of the historical development of the drama, presenting as they do the best work of the best dramatists in chronological arrangement.

DICKINSON, THOMAS H., editor.

The Chief Contemporary Dramatists. Houghton, \$3.00.
(20 Plays of England, America, Germany, France, Belgium, Norway, Sweden, Russia.)

MATTHEWS, BRANDER, editor.

The Chief European Dramatists. Houghton, \$4.00.
(From 500 B.C. to 1879 A.D.)

MOSES, MONTROSE J., editor.

Representative British Dramas; Victorian and Modern. Little, \$4.00.
(21 Plays from Bulwer-Lytton to Lord Dunsany.)
Representative Plays of American Dramatists. Dutton, \$3.00.
(Vol. I, 1765-1819. To be completed in 3 v.)

NEILSON, WILLIAM ALLAN, editor.

The Chief Elizabethan Dramatists (except Shakespeare). Houghton, \$3.00.

PIERCE, JOHN ALEXANDER, editor.

The Masterpieces of Modern Drama, English and American. Doubleday, \$2.50.
The Masterpieces of Modern Drama, Foreign. Doubleday, \$2.50.
(Abridged in narrative form with extracts from the chief scenes.)

QUINN, ARTHUR HOBSON, editor.

Representative American Plays. Century, \$2.75.
(25 plays tracing the development of our native drama from the beginning to the present day.)

TATLOCK, JOHN S. P. AND ROBERT G. MARTIN.

Representative English Plays. Century, \$2.75.
(24 Plays from the Middle Ages to Oscar Wilde.)

ELIOT, SAMUEL A., JR.

Little Theatre Classics. V. I. Little, \$1.50.

The establishment within recent years of courses in dramatic technique in most of our colleges has awakened an interest in the subject of play construction, not only among those who want to write plays but among those who wish to learn how plays are written. The best known of the courses are those given by

George P. Baker at the "47 Workshop," Harvard University.

Brander Matthews at Columbia University.
Richard Burton at the University of Minnesota.

William Lyon Phelps at Yale University.

Frank Wadleigh Chandler at the University of Cincinnati.

All of these men have written important books on the drama. Professor Baker has counted among his students such successful playwrights as Percy Mackaye, Edward Sheldon, Beulah Dix, Josephine Preston Peabody,

HOME SCHOOL FOR BOOKSELLERS—Continued

and Winthrop Ames, Director of the New Theater and of the Little Theater, N. Y., while Professor Brander Matthews has given training to William De Mille, Louis E. Shipman, George Middleton, and George Broadhurst.

ARCHER, WILLIAM.

Play-Making: A Manual of Craftsmanship. Small, \$2.00.

BAKER, GEORGE P.

Dramatic Technique. Houghton, \$3.75.

BURTON, RICHARD.

The New American Drama. Crowell, \$1.25.
How to See a Play. Macmillan, \$1.25.

CANNON, FANNY.

Writing and Selling a Play. Holt, \$1.50.

HENNEQUIN, ALFRED.

The Art of Playwriting. Houghton, \$1.10.

MATTHEWS, BRANDER.

A Study of the Drama. Houghton, \$2.00, \$1.50.
The Development of the Drama. Scribner, \$1.35.

PRICE, WILLIAM T.

The Technique of the Drama. Brentano, \$1.50.
Analysis of Play Construction. W. T. Price, \$5.00.

WOODBIDGE, ELIZABETH.

The Drama, Its Law and Technique. Allyn & Bacon. 80c.

Books about the theater have for the general public a very separate appeal from books about the drama. The interest in the mechanical side of stage presentation is, for most people, a thing apart from the interest in the play itself. There is, however, a widening interest in the technical and professional side of the drama. Stage craft on its art side is rapidly gaining the public's attention. The titles of the following books show the many aspects of the theater question at the present day,—the community theater, the civic, the repertory, the little, the people's, the open-air, the parish theater,—all make evident the fact that the questions they discuss are sociological rather than literary.

BUBLEIGH, LOUISE.

The Community Theatre. Little, \$1.75.

CHENEY, SHELDON.

The New Movement in the Theatre. Kennerley, \$2.00.
The Open-Air Theatre. Kennerley, \$3.50.
The Art Theatre. Knopf, \$1.60.

CRAIG, EDWARD GORDON.

Towards a New Theatre. Dutton, \$8.00.
The Theatre—Advancing. Little, \$2.00.
On the Art of the Theatre. Sergel.

CRAWFORD, MARY CAROLINE.

The Romance of the American Theatre. Little, \$3.00.

DICKINSON, THOMAS H.

The Insurgent Theatre. Huebsch, \$1.25.

HAMILTON, CLAYTON.

The Theory of the Theatre. Holt, \$1.75.
Studies in Stagecraft. Holt, \$1.75.
Problems of the Playwright. Holt, \$1.75.

HENDERSON, ARCHIBALD.

The Changing Drama. Holt, \$1.50.

HOWE, P. P.

The Repertory Theatre. Kennerley, \$1.50.

HUNT, ELIZABETH R.

The Play of Today. Lane, \$1.50.

JONES, HENRY ARTHUR.

The Theatre of Ideas. Doran, \$1.00.
The Foundations of a National Drama. Doran, \$3.00.

KROWS, A. E.

Play Production in America. Holt, \$2.25.

LEWISOHN, LUDWIG.

The Modern Drama. Huebsch, \$1.50.

MATTHEWS, BRANDER.

A Book About the Theatre. Scribner, \$2.50.
On Acting. Scribner, 75c.

MODERWELL, HIRAM KELLY.

The Theatre of To-Day. Lane, \$1.50.

MACKAY, CONSTANCE D'ARCY.

The Little Theatre in the United States. Holt, \$2.00.

MACKAYE, PERCY.

Community Drama. Houghton, 50c.
The Civic Theatre. Kennerley, \$2.00.

NATHAN, GEORGE JEAN.

The Popular Theatre. Knopf, \$1.75.
Another Book About the Theatre. Huebsch, \$1.50.

PHELPS, WILLIAM LYON.

The Twentieth Century Theatre. Macmillan, \$1.25.

PALMER, JOHN.

The Censor and the Theatre. Kennerley, \$1.50.

ROLLAND, ROMAIN.

The People's Theatre. Holt. (Trans. by Barrett H. Clark.)

SMITH, J. T.

The Parish Theatre. Longmans, \$1.00.

ANONYMOUS.

The Truth About the Theater. Stewart, \$1.00.

Titania's Bookshelf

When Roger Miffin, the bookseller on Gissing Street, sets to work in his own original fashion to choose volumes for Miss Titania's new shelf he shows a canny discrimination coupled with a breadth of choice which make his selections not only amusingly interesting but really worthwhile. In determining the suitability of certain volumes to find a place on the particular shelf involved, he meditates over each book as it comes to mind and spicily comments on its points of merit before adding it to the collection. (One can read of it in the *Bookman*.) "The Nigger of the Narcissus," he says to himself, "for even if she doesn't read the story perhaps she'll read the preface which not marble nor the monuments of princes will outlive." . . . 'The Notebooks of Samuel Butler,' just to give her a little intellectual jazz. 'The Wrong Box' because it's the best farce in the language. 'Travels with a Donkey' to show her what good writing is like. 'The Four Horsemen of the Apocalypse' to give her a sense of pity for human woes—wait a minute tho: that's a pretty broad book for young ladies. I guess we'll put it aside and see what else there is. Some of Mr. Mosher's catalogs: fine! they'll show her the true spirit of what one book-lover calls biblio-bliss. 'Walking-stick Papers'—yes, there are still good essayists running around. A bound file of the PUBLISHERS' WEEKLY to give her a smack of trade matters. 'Jo's Boys' in case she needs a little relaxation. 'The Lays of Ancient Rome' and Austin Dobson to show her some good poetry. And now we'll be exceptionally subtle: we'll stick in a Robert Chambers to see if she falls for it."

CANADIAN BOOK NEWS

The Spring Outlook, New Copyright Act, Co-operative Advertising

Canadian publishers express much satisfaction with the way in which spring business has opened. The 1918 holiday trade was of record-breaking proportions and booksellers thruout the country found their stocks much reduced when stocktaking time came round. This naturally resulted in what may almost be described as forced buying this season, since under less pressing circumstances the higher prices prevailing would have had a tendency to reduce orders to a minimum. This feature of the book market is noticeable in the item of spring fiction, booksellers doing their buying of new titles on a more conservative basis than usual.

Spring lists are quite as extensive as in past seasons and publishers who fully intended to go cautiously in the matter of buying editions are finding themselves with quite as many titles as last year. There is perhaps not as large a number of purely Canadian books on the spring lists but these are a variable quantity in any case and there was an extra large representation of them last season.

A NEW COPYRIGHT ACT

It has been indicated from Ottawa that a new copyright act for Canada is in the making. The Dominion is the only one of the British self-governing possessions which has not taken action in the direction of aligning its copyright legislation with that of Great Britain and the other signatories to the Berne Convention. It had been the intention to enact such a law in 1911 but the government of the day was defeated; the new government delayed taking action and the war followed. Among other reconstruction legislation it is proposed to straighten out the several copyright anomalies which exist in Canada under present arrangements.

An agitation for a change in Canadian copyright regulations has been launched recently by an organization called the Authors' and Composers' Association. This body, while welcoming to its membership all classes of authors, was formed to further the interests of the authors and composers of songs who are interested in the mechanical reproduction of their compositions. Under existing conditions they have practically no protection against the pirating of their work. The same applies to the writing of moving picture scenarios. Authors of books are not in quite the same position since it is the usual procedure to go to either Great Britain or the United States for publication.

No information has yet been forthcoming regarding the scope of the proposed legislation further than that it will be based on the British copyright law with certain modifications to permit the making of reciprocal arrangements with the United States. It is recognized that Canada stands in a peculiar position, desiring on the one hand to have her copyright laws in harmony with those of

the British Empire, and yet being dependent on the United States for much of her original publishing work.

CANADIAN BRANCH CLOSED

The Canadian branch of Cassell & Co., Limited, which was opened in Toronto about twelve years ago, has been closed. The difficulty of successfully conducting the business in face of all the adverse conditions which have surrounded British publishing during the past few years made itself increasingly felt during 1918 and led to the decision to close the office. This does not mean, however, that Cassell & Co. cease to do business in Canada. Their stock and organization have been taken over by the publishing house of McClelland & Stewart, Limited, who will in future represent them in the Dominion. Mr. E. J. Boyd, manager of the Cassell business, will continue in charge of the Cassell line and will also cover certain territory for McClelland & Stewart.

The addition to their own growing business of the Cassell representation has necessitated an expansion on the part of McClelland & Stewart. This being impossible in the building in which they were previously located, they have secured new quarters in the Craig Building, 215 Victoria Street. Here they occupy two floors and have just three times the warehouse space that they had in the old building. In the same building, Thomas Allen is located. To the rear is St. Martin's House, headquarters of the Macmillan Co. of Canada, and within a stone's throw are the Musson Book Co. and Hodder & Stoughton. The location is also quite near the retail business center of the city.

CO-OPERATIVE ADVERTISING

It may be of interest to American publishers to learn a little about what Canadian publishers are doing at present in the direction of specialized book advertising. Nine of the publishing houses—Thomas Allen, The American News Co. of Canada, William Briggs, Frederick D. Goodchild, S. B. Gundy, McClelland & Stewart, Limited, George J. McLeod, Limited, the Macmillan Co. of Canada and the Musson Book Co.—have combined to produce a monthly book bulletin under the name of "The World of Books." It is the intention to take out a charter under which a regular publishing company for the bulletin will be formed, and regulations have been made which will enable each publisher to receive equalized treatment in the publication.

As originally proposed, the bulletin was to have received a free distribution and two issues were put out on this basis. It was thought, however, that much better results would be obtained were it placed on a definite subscription basis. The plan now is to invite the booksellers to co-operate to the extent of paying half of each subscription. This im-

mediately gives the bookseller a stake in the enterprise and makes him more anxious to secure for the bulletin the best possible circulation.

The contents of the bulletin consists of literary articles, reviews of books and lists of new publications, together with the advertising of the nine co-operating publishers. The latter is arranged under a plan of rotation which ensures that each in turn will occupy the preferred positions. It might be added that only such books as are procurable in Canada are mentioned in the bulletin and naturally only those handled by the nine publishers are included.

The work of compiling the subscription list is now in progress. Some booksellers are showing themselves to be most enthusiastic; others require persuasion; some decline to co-operate. However, all book travelers have instructions to act as missionaries for the undertaking, and the list is steadily expanding. By the end of the year it is hoped to have from twenty-five to fifty thousand first-class prospects receiving "The World of Books" regularly.

The editorial management of the publication has been entrusted to Donald G. French, a well-known Canadian author and critic.

W. A. C.

More English Comment on American Copyright Methods

The Cambridge Magazine of February 22nd prints further comments on the condition of United States copyright regulations and the manufacturing clause:

It was not, and is not, the wish of American authors, or any of the reputable American publishers, that this state of affairs should be. An American editor and journalist of standing wrote to me only a few days ago: "We all know the folly of it, but I have yet to make the acquaintance of a member of Congress who will long defy the Typographical Union, especially 'The Big Six.' Public ignorance on the subject is abysmal. If public interest could be stirred, and sustained, the odious clause could be wiped out".

In January, 1913, when Professor I. Abrahams, of Cambridge, wrote to President Wilson on the subject, he received a reply that his letter had been read with genuine sympathy, and that the President's "own hopes and purposes certainly turned in the same direction." Since then further publicity has been given to the matter, notably in the *New Age* and the *International Review*. The *New York Publishers' Weekly* seldom lets many months go by without some reference to the question. The *Springfield Republican* (the *Manchester Guardian* of America) only recently devoted an article to it, and the Librarian of Congress, the Register of U. S. Copyrights, and others have written reports pointing out the urgent need of reform. The Authors' Society has likewise been active, and

has secured the promise of some amelioration of the conditions in respect of publications issued during the war. But useful as such a temporary war measure may be, it does not get us past the stumbling block of local manufacture; it does not secure the missing signature to the Berne Convention.

I have already pointed out that little or no printing and binding is secured by American printers and bookbinders as the result of the restrictive clause in the American Copyright Act. In a recent issue of *The Author* the editor expressed the opinion, with which I fully concur, that American printers and bookbinders would secure infinitely more printing and binding by the removal of the clause than by its retention.

Be that as it may, what is a few hundred pounds' worth of printing to the United States? Is not a good name to be chosen rather than much printing? In the preamble to the League of Nations Covenant we are invited by President Wilson "to promote international co-operation"; in the matter of copyright, the nations of the world have been setting America an example of international co-operation since 1886. Even in 1919 it is not too late for America to amend her ways.

STANLEY UNWIN.

Watch Out for the Swindler

A swindler who goes under the name of J. W. Freeman while posing as a book agent is now actively engaged in passing bogus checks in cities of the East and Middle West. On various occasions Freeman has changed the form of his checks; at present he appears to be using checks of the Carlisle Trust Company, Carlisle, Pa., purporting to have been signed by W. A. Porter. His pretext is that he is selling a book of Congressional records and Presidents' speeches and it is said that he can show any number of identification papers. Since these are made out in the name of J. W. Freeman, he must of necessity use that name. The checks which he presents for cashing are, he claims, his expense checks from the field manager of the firm for which he is working. Warrants are in existence for his arrest, so be on the lookout.

Data for Compiling War History

The Secretary of War asks that officers and other persons who have served in or with the Army during the war, and who are in possession of historical information of value for use in connection with the history of the war, send such information direct by mail or otherwise to the Chief of the Historical Branch, Army War College, Washington, D. C. Such material will be considered as having been furnished to the War Department unconditionally, to be used as desired and not to be returned unless a request is made to do so.

NEW YORK BOOKSELLERS' LEAGUE ANNUAL MEETING

The twenty-fourth annual business meeting of the New York Booksellers' League was held at the Aldine Club on March 19th. A lively contest for the presidency for 1919-20 resulted in the election of Robert E. Sherwood, and for members of the Board of Managers the following were declared elected: W. S. McKeachie, B. W. Huebsch, Frederick D. Lacy, George C. Whitworth, Edward F. Burt, and Ernest Eisele.

After the Secretary's annual report was submitted, Captain Alan Bott, author of "Cavalry of the Clouds," the guest of honor, gave an interesting account of some of his war experiences in the Holy Land. Congressman David J. O'Connell followed with an intimate talk on politics and on how to get into the nation's Capitol. He revealed the dark secret of success by telling his campaign experiences. C. C. Shoemaker, on behalf of the Boston Convention Committee, urged that a strong delegation be formed of New Yorkers, announcing that the Penn Publishing Co. would send a complimentary copy of Shackleton's "Book of Boston" to every bookseller who intended to be present in the Hub during Convention week.

The evening ended with a "mock" auction conducted by R. E. Sherwood. Current books contributed by Charles Scribner's Sons, Grosset & Dunlap, A. L. Burt Co. and T. Y. Crowell Co. were sold at fancy prices, and the proceeds turned over to the treasurer for the benefit of the League's industrial work.

The annual report of the League follows:

In presenting this the twenty-fourth annual report, the Board of Managers wishes to commend the members of the League for their loyal support during the past year. Owing to conditions created by the war, many organizations were compelled either to cease their activities or make a big increase in their dues, which resulted in the loss of many members.

Your Board was confronted by this same situation and wisely decided not to raise the dues, but to temporarily discontinue all of our activities except the monthly dinners, and to ask each member to pay a "war tax" of one dollar a year in addition to his dues to help defray the increased cost of conducting the affairs of the League.

The willingness of the members in responding to this extra tax was very gratifying to the Board. The wisdom of this course was proved by the fact that during the last year the League was not only able to hold its usual number of dinners, but made a net gain of three members. The total membership this time last year was 268, during the year we elected fifteen new members and lost twelve, making our total membership to date 271.

The Board recommends that our slogan for this year be "400 members by 1920." Application blanks will be sent to every member as a reminder that he is expected to do his part toward getting the 400. There are many men both new and old in the book business

who are only waiting to be asked to join the League.

Now that the book business is so prosperous, and the outlook for continued big business is so bright, it should be an easy matter to increase our membership.

If you secure three new members during the year, you will have the honor of being decorated by the President with the Booksellers' League Emblem.

In submitting the following annual report, the Treasurer requests that the members make a practice of being more prompt in paying their dues, as many are delinquent in this very important matter:

TREASURER'S ANNUAL REPORT

Year ending March 1, 1919.

RECEIPTS

Mar. 1, '18, Cash Balance...	\$348.06
Liberty Loan	250.00
	<hr/> \$598.06
Membership Dues	1152.00
Guest Tickets	141.00
Employment Bureau	8.85
Interest on Lib. Loan	5.00
	<hr/> \$1904.91

DISBURSEMENTS

Aldine Assn. for 4 Dinners.....	\$804.25
Stationery and Printing	51.75
Postage	29.44
Flowers	12.50
Fees to Waiters	50.00
Music	53.00
Prem. Treas. Bond	2.50
Expense 5 Board Meetings	50.53
On a/c of School Com.	10.00
Haskell, W. L. (Treas. Honorarium)	25.00
Framing Picture	4.85
Stereop. for 2 Dinners	27.60
Addressograph Changes	1.39
License for Stereop.	5.00
	<hr/> 1127.81
Balance	<hr/> \$777.10

Our balance as represented by "cash on hand" does not compare unfavorably with the balance of 1918, but it must be noted that \$250.00 of this is represented by Liberty Bonds, also that the February dinner is not included in the disbursements and if the attendance at the dinners this year had been as large as the previous year our cash balance would have been very low.

While the attendance at the dinners this past year was not as large as the year before, those who were present thoroly enjoyed the excellent programs as provided by the Entertainment Committee, assisted by the President. At the October dinner Mr. Henry Collins Brown truly "Turned Time backward in its flight" with his most entertaining lecture on, and his wonderful pictures of Old New York. Many of the old timers felt that they really "were boys again" while viewing these pictures and listening to Mr. Brown.

At the November dinner we, by the use of motion pictures, accompanied Mr. Robert Frothingham on a most exciting hunting trip in the Rocky Mountains and Canadian Rockies, listened to his very interesting description of his experiences and viewed with a feeling of awe, the wonderful grandeur of these

great mountains and valleys of ice and snow. This was, indeed, a most inspiring lecture.

At the January dinner we had as our guest Mr. J. H. Herron, whose many well-told stories of Harry Lauder and others provoked continued laughter, our only regret was that he stopped too soon.

In Mr. Herron's introduction of Col. W. A. Bishop, Premier of Canada, he spoke of some of Col. Bishop's many wonderful and dangerous exploits in the air while fighting the Hun.

Lt. Col. C. Campbell of the U. S. Marine explained what a very important part this branch of the service has played in warfare during the last hundred years.

The "Ladies' Night" dinner and dance held in February was as usual a big success. Many of the well-known ladies of the book-trade being present as well as the wives of some of our members. Mrs. Sophie Kerr Underwood gave a delightfully witty address on what she termed "The Mysterious War Essay Writer."

Major Rupert Hughes enlightened the booksellers as to the duties of a Government Censor of books for the soldiers and sailors.

In briefly reviewing the many enjoyable hours provided for us during the year by the hard and difficult work of our entertainment committee in securing such splendid talent (where many are asked but few respond), we feel that this committee is entitled to a vote of thanks by the members of this League.

Right here the League also wants to again express its thanks to the PUBLISHERS' WEEKLY and to the *Bookseller, Newsdealer and Stationer* for the publicity given the League and its affairs thru their columns. Next March the Booksellers' League will have reached the quarter century mark of its existence. Its past record is one that every member can be proud of. Your Board hopes to celebrate this event in a fitting manner. The co-operation of every member is asked to make this year a banner year, by not only taking part in the meetings, but by securing new members, by keeping your dues paid, by sending any suggestions for further development of the League to the Secretary, by being a real live member. This is your organization—will you help?

Don't forget the slogan "400 members by 1920."

(Signed) WILLIAM S. McKEACHIE,
Secretary.

HARRY F. WARD, professor of Christian ethics in Union Theological Seminary, and author of "The Bible and Social Living," "Christianizing Community Life" and several other works, will undergo an inquisition ordeal at the next weekly meeting of the Methodist preachers on a charge of sympathy for Lenine and the Bolshevik cause. His defence is that he merely asked suspension of judgment on the Soviet.

Salesmanship for Booksellers

It is hardly fair to the other meetings of the Boston Booksellers' School to use the superlative "best" in regard to the one of March 13th, but certainly the points driven home by Harry N. Haven, associate manager of the Massachusetts Mutual Life Insurance Company, who spoke on "Salesmanship," will not soon be forgotten. As far as it was possible, he summed up the qualifications of salesmanship as given by Hugh Chalmers, Harrington Emerson, and Frederick W. Taylor in the hour which he spoke. He classified them under the headings of honesty, health, ability (natural and acquired), knowledge of the business, tact, sincerity, industry, open-mindedness and enthusiasm—the last name being the foundation of all the others. Mr. Haven spoke concisely and to the point on each one of the qualifications above named. In reply to the common question as to whether a salesman is born or made, he replied that he never knew one that was not born, but added that some clever ones are made. He would describe salesmanship as "a combination of faculties of the mind, natural and acquired, which enables one, acting for himself or others, to approach others and negotiate a transfer of goods for a consideration, so that all parties will be satisfied." Perhaps a bit idealistic, but well-worth trying to live up to.

Mr. Snyder, the genial and well-known representative of Dodd, Mead & Company, happened to be in town, and he spoke to the members on the relationship of the publishers' representative to the retail stores. He showed the very close relationship between the manufacturer and the retailer, and how often times a traveler will get many good points and inspiration about his goods from some interested and intelligent buyer that he may meet. He urged that in these days of the high cost of living and railroad fares all buyers use every effort to look at a traveler's samples as soon as possible so that he may get on to the next town, and so save expenses. Much can be done in this way by the different buyers.

A Blow to Classicists

That future years will see a decline in the amount of classical literature published for use in colleges and secondary schools seems quite probable from present indications. Coincident with news from Princeton to the effect that Greek will no longer be demanded as an entrance requirement for those who intend to obtain a Bachelor of Arts degree, comes an announcement from Yale that it has done away with Latin as a required subject, either for entrance or a college degree. When two of our leading universities make such a radical departure from the age-long adherence to classical training, is not their action a probable preface to a long series of changes in the required curricula of schools and colleges throught the country?

COMMUNICATIONS

Retailing Law Books

Boston, March 11th, 1919.

Editor, THE PUBLISHERS' WEEKLY:

Altho these are the days of "Specializing" it was just such specializing (Law Books) that practically put me out of business. The war, and the war alone, was to blame, for about 80 per cent of my trade went into the service.

Moving from the front line trenches of a large plate glass window, I am now secluded in a listening box of an office trying to keep in touch with the situation and to decide whether or not to come out again into the open. But here is what the small retailer is up against—every publisher, every student is our competitor.

The publishers sell us the books and even before we get out stock, and sometimes before we know of a book about to be issued, they have sent out "advance" circulars, gotten the cream and if there happens to be a stray order walking by we get it. They also advertise "delivered" so we have to do the same.

Some publishers even go so far as to sell to a student in a law school and allow the books to be turned over to classmates at cost, even tho we have copies on our shelves and purchased from them direct.

If we deal in students' books and have to make an exchange allowance for next year's supply, to that student, we are again met with the fact, that every student who owns a book is our competitor, since he tries to sell to the under classes.

Another stumbling block—one publisher stated, when I wished to place an order: "You only have a store. You don't employ salesmen on the road." What do they think a window front costs? Doesn't it cost as much as some salesmen? Again: "You must make up an order to such an amount to get at least 25% discount." Very well. But how does this generous proposition work out? At best selection of titles all of one is likely to be sold out first and to replace one copy, the whole lot or a substitute order for the same amount must be placed in order to get the one at a discount, or take 10 or 20%.

A customer calls at the store and asks for a certain book. If we have a new copy and also a used one my policy has been to sell the new one and save the used book for one who will only buy at a reduced price. Supposing, thru lack of discount, we do not have either a new or a used copy. My policy has been to ask him to wait, if in no special hurry and I can save him some money and make more myself by "picking up" a second-hand one. A great many times this results in loss to the publisher and to the retailer, for, many times, a lawyer or student will buy on the impulse of the moment when a case first comes up or a professor has recommended a certain author. By the time a copy is ob-

tained they have cooled off and decided that they can get along without it. Had it been on hand, it would have been sold then and there.

In regard to the "on sale" proposition: to my way of thinking the book-keeping is of more bother than it is worth and yet it has to be done, since there is no living profit if we pay the cash. If a larger discount were allowed it would be more of an argument to purchase carefully and for cash.

I would much prefer to handle new stock of in print works leaving the second-hand for the O. P.'s. The methods adopted by the publishers to-day make this impossible.

If the "Code of Ethics" suggested by the general book-trade is adopted why should not publishers do the same?

GUY A. JACKSON.

The Injustice of Direct Sales

Delaware, O., March 10, 1919.

Editor, THE PUBLISHERS' WEEKLY:

May we have a little space to send a Philippic against a grievous wrong, committed by many publishers upon the retailer?

The writer conducts a college bookstore, and for years has had to contend with direct sales from publisher to individual professor. Only this morning we learn that a certain great publishing house has sold direct to a college professor, a large number of a certain language dictionary, which books we have always stocked, and now have a supply on hand. The professor told us, upon inquiry, that this publisher had been selling him these dictionaries direct, for years, at one-third off the list.

Is this fair? Is it ethical? Is it advisable? Is it sensible? The procedure has been heartily condemned by every bookseller, at every convention, or other kind of foregathering, and many of the publishers themselves agree that it should be stopped. We might state that no other line of business would stand for this sort of treatment for one minute, and we want to register our hearty condemnation of this method of taking bread from our mouths.

May we ask that you give this complaint publicity in your columns.

THE UNIVERSITY BOOK STORE.

Another "Gold Star" Book

Chicago, Ill., March 17, 1919.

Editor, THE PUBLISHERS' WEEKLY:

It is surprising that the General War Time Commission of the Churches failed to include in its Golden Service Star list of books written to comfort the sorrowing friends and relatives of America's heroic dead (published on page 658 of the WEEKLY for March 8) the Rev. Dr. William E. Barton's "Blue Stars and Gold," published in the fall of 1918. Dr. Barton is the pastor of the First Congregational Church of Oak Park, the author of many successful books and was a familiar and welcome speaker at many Army camps during the war.

THE REILLY & LEE CO.

MAKING GOOD IN THE NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

Selling Graduation Books

It is just six or eight weeks from now to the season of graduations and the bookseller is checking up his stock of graduation books preparatory to the brisk demand. It has been the experience of every dealer that this business is capable of great expansion by a careful preliminary preparation.

First, there should be a careful canvass of graduation dates not only in the public schools but in local or nearby academies, parochial schools, etc. Then the mediums of special advertising should be studied, school paper and display advertising planned with cuts if possible to catch the eye of the young people.

If graduating classes have a class color and that happens to be one that can be matched in the covers of the graduation books, make ready a good stock of these and get the school talking about it. Some dealers have used canvassers from the graduating class or have obtained the list of the graduates and sent circulars of the books to their homes.

Care should be taken that the stock carried is in good variety and suited to the demands. The salesmen should learn the books and the selling points of each thoroly. The young people buy well in advance of the graduation date and the store showing the most enterprise will get the current of business started its way. People buy graduation books who are not otherwise frequenters of bookstores and they will remember with gratitude the one who persuaded them to preserve those ever precious mementos of graduation.

Business Men as Book-buyers

An encouraging slant on the psychology of the business man as a book-buyer is revealed in a recent letter from Professor Edgar James Swift, of the Department of Psychology and Education of Washington University at St. Louis: "For two years I have lectured to about one hundred sales managers on the psychology of business and I have been impressed with their desire for books. More than this, they do not like to use libraries, probably because they are not much accustomed to do so. They want to own their books." That Prof. Edgar J. Swift knows what he is talking about may be judged from the steadily increasing demand reported by his publishers from corporations and individual business men for his recently published "Psychology and the Day's Work" (Scribners). This is one of those interesting books from the bookseller's standpoint which is apt, snow-ball like, to pick up a lot of extra orders for the bookseller, since Prof. Swift makes constant references to various standard books to drive home his points—giving the name of the book in a foot-note. Here are Al Jennings' "Beating Back," James Ford Rhodes' "History of the United States,"

Gamaliel Bradford's "Union Portraits," Charles A. Dana's "Recollections of the Civil War," H. G. Wells' "Mr. Britling," Bancroft's "Life of William H. Seward," Asa Don Dickinson's "The Kaiser," Una Hunt's "Una Mary," Owen Johnson's "Spirit of France," Kingsley's "Westward Ho," Donald Lowrie's "My Life in Prison," Dewey's "Democracy and Education," and Bertrand Russell's "Why Men Fight"—to mention but a few of the citations.

Lend a Helping Hand

In every city there are many associations working for the welfare of the community and the nation which would be only too glad to have the bookstore recognize their interests and take an active part in advancing their movements. One does not have to mention names, for immediately there come to mind such organizations as the Y. W. C. A., the Society for French Orphans, the Humane Society, the War Camp Community Service and countless others.

Taking only one of them as an example to show what can be done in promoting commendable work, we select for special note the Society for the Prevention of Cruelty to Animals, for perhaps all bookdealers are not yet aware that the week of April 14-20 has been designated as a particular campaign week for kindness to dumb animals. In furthering such work, suggestions gained from a bookstore in Portland, Oregon, may prove helpful. The book department there was in charge of a woman who happened to be an active member of a Humane Society; recently she arranged a special set of shelves and a counter of books about animals. Frequently "Black Beauty" is the only animal story people can name offhand, so she decided that the reading public should become familiar with more of these books; after gathering together a group of the best ones she put up a display sign to attract attention to the assortment. Clever booksellers can easily think of other ways to increase interest in this type of literature. One book from which they can get steady support is "Michael Brother of Jerry" by Jack London which Macmillan publishes at \$1.50. This book deals with the cruelties practiced in training performing animals for the stage and it has been adopted by members of the Jack London Club (an organization protesting against such treatment) as a book well in accord with their sympathies.

From a flighty bookdealer comes this inquiry. "On looking thru the George H. Doran Company catalog we notice the title, "The Sky Pilot in No Man's Land," by Ralph Connor. Please advise if this is an aeronautical publication."

AMONG THE PUBLISHERS

THE CENTURY Co. announces the eighth edition of Theodore Roosevelt's "Stories of the Great West," written when Roosevelt was a young man living on a western cattle ranch.

"THE LADY" by Emily James Putnam (Mrs. George Haven Putnam), formerly on the list of Sturgis & Walton, is now published by G. P. Putnam's Sons.

WORD comes from Scribners that Jackson Gregory's book, "Judith of Blue Lake Ranch," is in its third large printing two weeks before publication date.

JORDAN & Co. have a new edition of "In Baby Land," beautifully illustrated in colors by Garada M. Clark and one of the most attractive books in its field.

B. W. HUEBSCH's list of forthcoming publications includes a new book by Thorstein Veblen dealing with "Vested Interests and the State of the Industrial Arts."

HOUGHTON MIFFLIN Co. takes pleasure in announcing that "Dear Folks at Home" has been placed upon the adopted list for crews' libraries by the Bureau of Navigation of the Navy Department at Washington.

WALT WHITMAN died March 26, 1892, and on March 26 this year "The New Era in American Poetry," Louis Untermeyer's summary of the leading movements and figures in poetry since Whitman, will be published by Henry Holt & Co.

"PENNY of Top Hill Trail" by Belle K. Maniates, author of "Amarilly of Clothes-Line Alley," is about to be produced with an all-star cast by the International Film Co. Reilly & Lee Co. report three editions of the book since publication February 6th.

THE WORLD BOOK Co. has a new volume by Francis B. Pearson in its *School Efficiency series*. Under the title "The Reconstructed School" the book claims the interest of the teacher and points the way in which larger and better results can be secured in education.

"THE RESURRECTED NATIONS" by Isaac Don Levine, published by Stokes, will meet a wide popular demand of to-day for authentic information regarding the European and Asiatic subject nations which have been set free by the collapse of the Russian, German, Austro-Hungarian and Turkish empires.

THE PUBLICATION of Stephen Leacock's "The Hohenzollerns in America" and Arthur J. Rees' detective story, "The Shrieking Pit," announced by the John Lane Co. for March 29, has had to be postponed until early in April, as the large advance orders necessitated increased editions.

COMBINING AS IT does a study of the history of Poland with an historical essay on the importance of this harassed country in the European realignment, E. F. Benson's new book, "The White Eagle of Poland" (Doran), promises special interest to the student of politics and government.

THE MACMILLAN Co. announces that it has ready two little pamphlets, one of which lists its publications of special interest to the business man and the other its books on the labor question. Each one gives titles and brief descriptions of works dealing with the various phases of its subject and will be sent free to anyone making application.

"1914" by Field-Marshal Viscount French, with an introduction by Marshal Foch, has the distinction of being the first authoritative book by any commanding general of the present Allies. The book, written in the form of memoirs, will give the actual history of that 1914 campaign. It is to be published by Houghton Mifflin Co. in May.

E. P. DUTTON & Co. promise for this week the first volume in their uniform edition of the novels of Leonard Merrick, "Conrad in Quest of His Youth," with an introduction by Sir James M. Barrie. The remaining dozen or more volumes, each with an introduction by a distinguished English or American author, will follow at intervals.

HARPER is taking subscription orders for the Documentary Edition of Woodrow Wilson's "History of the American People" to be issued in 10 volumes with 20 fac-simile inserts as well as the 1300 illustrations, each set containing an autograph of the President. There are to be 400 sets, 25 bound in full levant at \$225, 75 bound in three-quarters levant at \$150, and 300 in buckram at \$100.

THE LEAGUE OF NATIONS pamphlets bearing the stamp of the Oxford University Press ought to be enjoying a particularly wide circulation at a time when questions of internationalism are uppermost in the thoughts of everyone. These little books, dealing with various phases of the subject, represent the convictions of many of the leading minds of England and as such they deserve special attention and careful reading.

D. APPLETON & Co. have just announced the publication of "The American Year Book," covering events of 1918. This book, published annually by the Appletons, is edited by F. G. Wickware and prepared under the supervision of a board comprised of members of forty-three scientific societies. It contains a ready reference of current American events and numerous interesting articles on topics of present-day comment.

Book Advertising and the "Movies"

The discussions in regard to book advertising which have been appearing in recent issues of *Printers' Ink* have afforded an excellent opportunity for comment and suggestion from people interested in the several phases of the topic. Nothing which has appeared, however, has been more pertinent and helpful than the criticism given by Paul Lazarus in answer to an editorial in the issue of Jan. 30. As an advertising director of the Vitagraph Motion Picture Company, and as one who for a number of years previous was connected with the promotion of book sales, he is well qualified to treat the subject and to draw a parallel between book advertising and the advertising of "movies." In his grasp of facts and in the constructive ideas which he emphasizes, he has gone a long step forward toward reaching the sea of present difficulties. For the benefit of our readers we quote directly from his article:

"Standing alone, publicity does not create any volume of sales. It must be backed by advertising. I do not believe that very many publishers are content to let publicity alone do all their selling for them, for you know that under existing conditions in the newspaper and magazine field, publicity is not nearly so freely given as in former days. As a matter of fact, you must advertise if you hope to get any considerable amount of publicity, and for this reason, I feel that where publishers are getting any considerable amount of publicity, they must be doing a fair amount of advertising. As applied to books particularly, I feel that publicity is very valuable in presenting in concentrated form, such as book sections, news and reviews of books for the convenience of the great number of confirmed book-buyers and readers.

"There is a parallel between the advertising problems of the book publisher and the motion picture producer. Both of them are selling entertainment. Furthermore, both of them are handling a product which is not standardized and which, therefore, makes it necessary that each separate production must be sold individually. When 'Ivory Soap' or 'Cream of Wheat' is advertised, we know that every cake of Ivory Soap and every package of Cream of Wheat is of equal quality, but with books, as with motion pictures, so many elements enter that neither a brand name nor the firm name can be a guarantee to the prospective buyer.

"I believe that publishers can augment their sales heavily by facing their problems as the motion picture producers do. The exploitation of the individual picture is in the hands of the exhibitor who runs the picture in his theater. He receives from the producer innumerable exploitation aids, but the exhibitor is the man who sells the local public. It seems to me that if the publishers would develop the bookstore and make of the bookstore as much of an institution as the big exhibitor has made of his theater, a big response would result.

"It seems to me that the reasons for the

limited sale of books might be summed up as follows, the remedy lying in the elimination of the causes:

"First: Lack of development of the 'bookstore idea.' Permitting the retail book shops to remain just stores instead of developing them into places where real entertainment and culture is to be found.

"Second: Over production. Dealers' shelves full of books that are merely born to die.

"Third: Lack of effort on the part of publishers to cultivate and maintain a buying reading public that is constantly being diminished by libraries, automobiles, moving pictures, etc.

"Fourth: Lack of human interest in book advertising due to a too conservative attitude on the part of publishers who lay too much stress on dignity.

"Added to these, of course, are such questions as the rising cost of books and the great number of readers possible to each book, all of which, of course, cut down sales.

"First and foremost, it seems to me, however, comes the development of the 'bookstore idea.' The retail bookseller, under proper co-operation from the publishers, can, I believe, give the publishing business a rebirth.

"PAUL N. LAZARUS,
"Advertising and Publicity Director."

Recent Motion Pictures Based on Books or Plays

These pictures have been selected for listing by the National Board of Review of Motion Pictures:

Brand, The, 7 reels, Goldwyn. Stars—Russell Simpson and Kay Laurell.

An Alaskan pioneer romance from the novel by Rex Beach.

Man and His Money, 5 reels, Goldwyn. Star—Tom Moore.

Picturization of the popular novel of romance by Frederick S. Isham, published by Bobbs-Merrill.

Girl from the Marsh Croft, The, 7 reels, Swedish Biograph. Star—Greta Almroth.

Motion picture adaption of the novel by Selma Lagerlof.

Better 'Ole, The, 5 reels, World. Star—Charles Rock.

Lieut. Bairnsfather's play of three modern musketeers in the trenches makes a very good comedy on the screen.

Wishing Ring Man, The, 5 reels, Vitagraph. Star—Bessie Love.

A society romance founded on the story by Margaret Widdemer.

CHARLES SCRIBNER'S SONS will publish on March 28 "The Mystery of the Far East" by Dr. Arthur Judson Brown, a study of the significant new alignment of races now taking place on the other side of the world around Korea as the strategic center of the movement. Other titles to appear at the same time are "Money and Prices" by J. Laurence Laughlin, Frederick C. Howe's "The Land and the Soldier" and Jackson Gregory's "Judith of Blue Lake Ranch."

History of the War's Dead

The American Memorial Association has been organized to prepare an individual history of each American soldier and sailor who sacrificed his life in the war. A copy of this work, which will include about 70,000 names, will be presented to each mother or nearest relative who is unable to pay, and such as are able to pay will receive the volume at cost.

Dr. S. Edward Young, who is President of the Association, has outlined the general plan as follows:

"The special feature of the publication of this history will be brevity, accuracy, absence of financial profit to anyone, treatment of each soldier's and sailor's record purely on its merits, the presentation of the essential facts of each life from birth to death, the gathering of data available for future historians and the promotion of American ideals.

"Generous co-operation is assured by the War and Navy Departments, Universities, National Guard Regiments and other organizations having important facts concerning soldiers and sailors during the war. Brief biographies and suggestions are requested from families who have lost their boys and from the general public."

The Honorary Vice-Presidents include Charles E. Hughes, William Dean Howells, Lieut. Commander Henry van Dyke, Senator Hoke Smith of Georgia, John Grier Hibben, President of Princeton University, Otto H. Kahn, Harry P. Judson, President of Chicago University, Congressman Julius Kahn of California, Paul M. Warburg, Senator William M. Calder, Andrew D. Baird, Dr. Talcott Williams, Congressman Frederick W. Rowe, and H. K. Twitchell.

\$1,000,000 for Temperance

Temperance work in the United States is not finished with the adoption of the prohibition amendment, for the Women's Christian Temperance Union has announced the beginning of a five-year jubilee celebration of the national organization with a drive to be carried thru immediately for \$1,000,000 and a million new members. The drive opened March 20 and will continue until May 31, the money to be paid by March 20, 1920. The budget will provide money for work always emphasized by the organization and especially needed now in the reconstruction and stabilizing period. It has been planned to apportion the fund between such branches of work as child welfare, health and morality, Americanization, women in industry, education and information, and world prohibition. With emphasis placed on so many varied phases of service, it seems as if the wide-awake bookseller could increase interest in the drive and at the same time add to his own sales by arranging a display of literature on these topics.

The Value of Frequent Turnovers

In his book on "Accounting as an Aid to Business Profits," William R. Basset offers some practical remarks regarding the value of frequent turnovers in business. In viewing the matter he states that the compelling idea in all accounting is to learn how and why we make money—conversely, how and why we lose money. Such studies cannot be made from bulk figures, but only from records which narrowly confine their subject matter in order that the weak and the strong portions may be localized. We make a profit by completing the cycle of business; that is, by laying out money in the purchase of goods, selling those goods at a higher price than we paid for them, and thus bringing into use more cash than we started with. If we complete this cycle but once during the year we shall make but one profit, but if we complete it 10 times during that period we shall have 10 profits.

The completion of a cycle is called the turnover of a stock and the number of times that we turn our stock during the year is our rate of turnover. The rate of turnover is the controlling factor in the retail merchandising of today, and the eternal problem of the merchant is so to adjust his costs and his profits that a reasonable rate of turnover may be had. What is reasonable is a question of circumstance. The store dealing in pearls could not have the rate of a well managed 5 and 10-cent store. The high-priced specialty shop must usually be content with a lower rate of turnover than the shop which makes a specialty of selling popular-priced clothing.

We must know our rate of turnover as a whole, but that knowledge will not be an aid to increasing our profits unless we know the component departmental rates of turnover. The more closely we departmentalize, the more detailed will be our analysis of our rate of turnover.

Various methods by which rates of turnover may be increased and the yearly profits swelled belong to the subject of merchandising in general and not to accounting, but the business man cannot apply the great mass of merchandising knowledge which now exists unless his accounts are so ordered that his business is constantly dissected before him. Therefore the foundation of increased profit and better business is accurate and illuminative accounting.

The bookkeeping of too many stores is a mere record of purchases and sales and contains little more than the bare facts of what we bought and what we owe, of what we sold and what is owing to us, and the cash that we have in the bank. With only such records as these the owner or executive cannot do more than guess, and if his business succeeds it is merely because he is a good guesser. The best business men are good guessers, but they restrict their guessing to estimating the tastes of the public and do not bring their speculative faculties to the task of estimating the progress of business.

One Way to Stimulate Sales

The problem of keeping stock turnover brisk is treated in different ways in different stores, depending mainly upon the conditions peculiar to each individual locality. In a recent issue of *System*, H. M. Johnson, discusses a number of successful devices used by big retail stores.

One scheme which seems particularly full of suggestion deals with a Wisconsin merchant's plan of adopting a profit sharing system to encourage quicker turnovers and larger sales. The new plan was introduced in the dull months of trade, so that the sales people could see how hard they must work to earn a certain amount. According to this merchant the scheme has worked wonderfully well tho it did not meet with universal favor at first.

"Four department heads condemned the plan. Three tried to prove it wouldn't work. One was willing to try it—and in less than a month she received a few cents bonus one week and something over a dollar the next week, and saw then the possibility for the busy season. Since that time she rarely falls below her amount and frequently increases her regular salary 50 per cent.

"Two others dropped out in a few weeks; and it took seven months of patient coaching to get the fourth into line. She had not only not been earning her salary, as she was costing us over 11 per cent, but was discouraged because she saw no future for herself. Today she is costing us less than 6 per cent, and receives some pleasing commissions besides.

Quite a number of our higher salaried people have at times added over 50 per cent to their regular pay and many of the younger ones have, several times, more than doubled their week's wage. And during our last anniversary sale we paid 30 per cent more to our sales force than we would have paid had we been working under the straight salary plan.

"We did not cut any salaries, even the over rated, but told them we would allow them a year to be earning extra money. With only two exceptions before the year was past all were brought up to standard and above.

"Where formerly there was always a call for more help on special occasions, now there is usually a strong objection to adding more help, as every girl says she wants to have more to do and prefers to take care of more customers. Likewise, it is surprising how much less visiting and gossiping with customers there is now than formerly under the old salary plan.

"Final proof of the success of the plan, I think, is the fact that with an increase of 56 per cent in our sales the first full year this was in operation, we paid increased salaries of over \$5,000, and yet reduced our percentage of selling cost for the entire store, and had four fewer people on our selling force."

Galsworthy's Itinerary

While definite information regarding John Galsworthy's lecture tour is difficult to obtain, his itinerary for April has been secured and includes the following engagements:

April 2 Cincinnati, O.
 April 8 Chicago, Ill.
 April 12 Milwaukee, Wis.
 April 22 Brooklyn, N. Y.
 April 27 New York, N. Y.

A Retailer Suggests Exchange Instead of "On Sale"

Editor, THE PUBLISHERS' WEEKLY:

Saginaw, Mich., March 13, 1919.

I have read with much interest Mr. Dana's article in your paper, "Is This An Explanation of Why Books Don't Sell?" and Mr. Morrow's answer thereto; and in view of the fact that both articles have an element of fact as well as some impossible conditions, I present my experience based on thirty-five years of bookselling as a retailer and a jobber.

It is true books will not sell in quantity from advertising alone. The co-operation of the dealer and his clerks is necessary—they must be shown and talked about, the exception to this is in those books by well known and popular authors, and even then unless the book can be seen it has a much smaller sale. The reason is obvious; the customer does not want to wait, and something on hand is offered by the dealer and sold as a substitute when possible.

I do not favor "on sale" goods of any kind. Books placed in that way receive scant attention and often gross neglect. The plan is open to all the bad effects as stated by Mr. Morrow, but there is a remedy which, if publishers would adopt, would increase their sales very materially and cost them practically nothing. I offer this suggestion. Sell the books on regular terms and discounts; require payments promptly under the terms; but make the books exchangeable for any other books from the same publisher, charges of transportation both ways at the expense of the local dealer. It will work out to the advantage of all concerned. The local dealer will buy freely and push the sales because he wants the profit, and knows he cannot accumulate "dead" stock. The publisher makes the sale, gets his money and when he exchanges books the cost of exchange is practically nothing and they can be sold to other dealers.

Books do not sell uniformly in all localities, some sections use one author in quantity, other sections have a limited sale of the same book, but books worth while find a ready sale if carried in stock by the local dealer. Publishers should require only perfectly clean and fresh copies for exchange, so that they can be sent to dealers in other towns and cities by using a fresh jacket. This plan is a logical solution for all books, but is specially desirable for new fiction. The exchange system should be limited to two years from date of purchase.

DAVID SWINTON, President,
 Swinton & Co.

CHANGES IN PRICE

OXFORD UNIVERSITY PRESS

Smith's Students' History of India, \$1.35.
 Rogers' Modern History, 1 p., cut flush, \$1.40.
 Smith's Book of Verse, \$1.35.
 Smith's Book of Verse, Annotated, \$1.60.
 Smith's Book of Verse, Part I, cloth, 25c.
 Smith's Book of Verse, Part I, paper, 20c.
 Smith's Book of Verse, Part II, cloth, 40c.
 Smith's Book of Verse, Part II, paper, 30c.
 Smith's Book of Verse, Part III, cloth, 80c.
 Smith's Book of Verse, Part III, paper, 60c.
 Smith's Book of Verse, Pt. III, Sec. I, cloth, 40c.
 Smith's Book of Verse, Pt. III, Sec. I, paper, 30c.
 Smith's Book of Verse, Pt. III, Sec. II, cloth, 40c.
 Smith's Book of Verse, Pt. III, Sec. II, paper, 30c.
 Sonnenschein's English Grammar Comp., \$2.00.
 Woodhead's Plants, \$3.00.
 Heaton & Elford's Allotments, 45c.
 The following are now only sold as parts of Complete Sets:
 Thesaurus Syriacus, vol. 1, Fasc. 4 and 5.
 Young's Ottoman Law, vols. 1-3.
 The following are out of print:
 Warren's Liturgy.
 Orwin's Farming Costs.

FREDERICK A. STOKES CO.

Montgomery, Anne's House of Dreams, net \$1.50.
 Burnett, The Secret Garden, net, \$1.50.
 Burnett, The Secret Garden, Presentation Ed., net \$1.60.
 Burroughs, The Wonderland of Stamps, net \$1.50.
 Collins, Inventing for Boys, net \$1.50.
 Collins, Boys Book of Submarines, \$1.50.
 Cooke, Son Riley Rabbit and Little Girl, net \$1.25.
 Girvin, Round Fairyland with Alice, net \$2.00.
 Grinnell, Jack Books, 7 titles, net \$1.25.
 Harris, Uncle Remus and Bre'r Rabbit, net \$1.25.
 Knight, Birds of the World for Young People, net \$1.75.
 Knight, Animals of the World for Young People, net \$1.75.
 Masefield, Jim Davis, net \$1.35.
 Masefield, Book of Discoveries, net \$2.25.
 Moon, Lost Indian Magic, net \$1.60.
 Moon, Indian Legends in Rhyme, net \$1.60.
 Ogden, Little Pierre and Big Peter, net \$1.50.
 O'Neill, The Kewpie Kutouts, net \$1.25.
 O'Neill, The Kewpies: Their book, net \$1.25.
 O'Neill, The Kewpies and Dotty Darling, net \$1.25.
 Outcault, Buster's & Mary Jane's Painting Book, net 60c.
 Perry, Girls Nest, net \$1.50.
 Perry, The Kind Adventure, net \$1.50.
 Russell, The Secret Passage, net \$1.35.
 Stokes, All Shakespeare's Tales, Pop. Ed., net \$1.50.
 Stokes, The Story of Hiawatha, Pop. Ed., net \$1.50.
 Twelvetees, Seven Little Women, net 60c.
 White, Good and Bad Oats, net \$1.00.
 Wiederseim, Baby's Day, net 60c.
 Wiederseim, The Tiny Tots, Their Adventures, net 60c.
 Fine Art Juveniles, all titles, net \$2.00.
 Heroes of All Times, 9 titles, net \$1.00.
 Marshall, All Empire Story, net \$3.50.
 Marshall, An Island Story, net \$3.50.
 Sage, Boys and Girls of the White House, net \$1.35.

Mr. Doubleday Back

F. N. Doubleday arrived in this country this week after a long sojourn abroad. During that time he spent many weeks in France and Germany, going into the latter country as far as Coblenz. There he had unusual opportunities to study conditions among our American doughboys in the Army of Occupation, being accorded special privileges by leaders in the Expeditionary Force. He also spent considerable time in England.

It is reported that Mr. Doubleday has brought back with him a number of important books in regard to which we may expect more detailed information in later announcements from Garden City.

Obituary Notes

KENYON COX, one of America's most celebrated mural painters, and famous also as an art instructor, critic and author, died of pneumonia March 17 at his home in New York City. Mr. Cox was born in Warren, Ohio, October 27, 1856, and studied art in Cincinnati and Philadelphia and then in Paris from 1877 to 1882, following which he came to New York and opened a studio. The scope of his work was broad and he attained distinction in landscape, portraits, mural paintings and even sculpture. It was as a writer on art, however, that he was at his best and his contributions to newspapers and magazines were noted for their remarkable knowledge of the history of art. His books on art were many, and included "Old Masters and New" (1905); "Painters and Sculptors" (1907); "The Classic Point of View" (1911); "Artist and Public" (1914).

Personal Notes

ROBERT NICHOLS, the English war poet whose volume of verse, "Ardours and Endurances," has excited widespread interest since its publication by Stokes last spring, is now engaged in a successful lecture tour thru the East and Middle West.

EDWARD N. TEALL has been elected a director and secretary of the Marshall Jones Co.

One bookseller has just sent out a catalog with the heading: "The War is Over! Business as Usual." From almost every other part of the country comes the report that business is BETTER than usual.

Business Notes

CHICAGO, ILL.—The Economy Book Shop, 33 S. Clark St., was burned out March 11th, with a total loss of about \$10,000.

CHICAGO, ILL.—Albert Whitman & Co., is a new firm of publishers who aim to issue this year a line of popular priced children's books and standard literature. They are located at 144 South Wabash Ave.

GRAND ISLAND, NEB.—P. R. Neumeyer has sold out to R. H. Von Ohlen.

NEW YORK CITY.—Louis F. Dorbon, the well-known Parisian bookseller, has opened a branch at 19 East 57th St. It will be known as "Dorbon-Ainé," and a comprehensive stock of new and old French books will be carried at all times. Besides being proprietor of a shop with a like name in Paris, Mr. Dorbon is proprietor of the Paris bookstore known as "Librairie Foulard," located at 7 Quai Malaquais, which specializes in books on art and architecture.

NEW YORK CITY.—On or before May 1st B. W. Huebsch will move to 32 West 58th Street, known as the Mitchell Kennerley Building.

SIoux CITY, IA.—The College Book Store is reported in bankruptcy.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated (or best available date, preferably copyright date, in brackets) only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Ps. (32mo: 12½ cm.) Ps. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

American Library Association

Your job back home; a book for men leaving the service. no paging. il. O Wash., D. C., Library War Service, A. L. A., Library of Congress. gratis

Presents pictorially vocational books to the men returning to civil life. Intended for use on transports, in camps and hospital libraries.

Andress, James Mace

Health education in rural schools. 12+ 321 p. (bibls.) il. pls. diagrs. plans figs. D [c. '19] Bost., Houghton Mifflin. \$1.60

Intended for teachers in rural schools. Index. Author is head of department of psychology and child study, Boston Normal School.

Ayer, N. W., & Son

American newspaper annual and directory, 1919. 51st year of issue. 1296 p. maps O c. Phil., N. W. Ayer & Son, 302 Chestnut St. \$10

Bacheller, Irving Addison

The light in the clearing; a tale of the north country in the time of Silas Wright; il. by Arthur I. Keller. 414 p. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap. 65 c.

Beerbohm, Max

A Christmas garland. 7+197 p. D '18 N. Y., Dutton. \$2 n.

Aldrich, Loyal Blaine

The Smithsonian eclipse expedition of June 8, 1918. 17 p. pls. tabs. O (Miscellaneous collections v. 69, no. 9). Wash., D. C., Smithsonian Inst. pap. 15 c.

Alvarado, Pedro de

A letter relating to [author's] expedition to Ecuador; by Marshall H. Saville. 6 p. facsm. Q (Contributions v. 5, no. 1) '17 N. Y., Mus. of the American Indian, Heye Foundation [Broadway and 155th St.] pap. 50 c.

American Iron and Steel Institute, New York

Maximum prices on iron and steel products, with differentials and extras, as agreed upon by government officials and committees of the institute; together with prices, extras and differentials recommended by the Committee on steel and steel products of the American Iron and Steel Institute. 176 p. S '18 [N. Y., Am. Iron and Steel Institute, 61 Broadway] pap. 50 c.

Anderson, Frank Maloy, and Hershey, Amos Shartle

Handbook for the diplomatic history of Europe, Asia, and Africa, 1870-1914; with the assistance of 50 contributors. 482 p. (bibls.) O '18 Wash., D. C., Gov. Pr. Off.

Series of burlesques on leading writers of the day including H. G. Wells, Galsworthy, G. B. Shaw, Henry James, Kipling and Arnold Bennett.

Benson, Edward Frederic

The white eagle of Poland. 255 p. D [c. '19] N. Y., Doran. \$1.50 n.

Treats of the importance of Poland as one of the states which will prevent German expansion eastward and gives an account of German occupation of Poland.

Bott, Capt. Alan [Contact, pseud.]

Cavalry of the clouds; with an introd. by W. S. Brancker. 22+266 p. por. D (Popular copyrights) [c. '17] N. Y. [Grosset & Dunlap]. 65 c.

Breshkovsky, Mme. Catherine

The little grandmother of the Russian revolution; reminiscences and letters; ed. by Alice Stone Blackwell. [New popular ed.] 348 p. por. D '19 c. '17 Bost., Little, Brown. \$1.50 n.

Bronx Society of Arts and Sciences

A tribute to the memory of Dr. Joseph Rodman Drake, the Bronx poet; on the ninety-sixth anniversary of the first publication of his characteristically American poem, The American flag; [together with a bibliography of his writings and some references to works relating to him, by Victor Hugo Paltsits] 71 p. pls. pors. O [N. Y., Bronx Soc. of Arts and Sciences, Bronx Park] pap. \$1

Ayers, Samuel Henry, and Clemmer, Paul Wescoe

The significance of the colon count in raw milk. 35 p. pls. diagr. O (U. S. Dept. of Agric. bull. 739) '18 Wash., D. C., Gov. Pr. Off.

Babcock, Edwina Stanton

The flying parliament; and other poems. 128 p. D '18 c. N. Y., J. T. White. \$1.25

Backes, Jacob

A keyboard code; a system of scientific abbreviation for doubled speed with machine, pencil or pen. 31 p. D c. '19 N. Y., Jacob Backes, 1402 Ave. A. pap. 50 c.

Bevan, Edwin

German war aims. D '18 c. N. Y., Harper. pap. 25 c. n.

Booy, Theodoor Hendrik Nikolaas de

Certain archaeological investigations in Trinidad, British West Indies; reprinted from the American Anthropologist. 471-486 p. il. pls. Q (Contributions v. 4, no. 2) '18 N. Y., Mus. of the American Indian, Heye Foundation. pap. 50 c.

Bowen, John Thomas

The economical use of fuel in milk plants and creameries. 47 p. il. diagrs. O (U. S. Dept. of Agric. bull. 747). Wash., D. C., Gov. Pr. Off.

British (A) cardinal's visit to the Western Front. D '18 c. N. Y., Harper. pap. 25 c. n.

Brownson, Josephine Van Dyke

To the heart of the child; with preface by John J. Wynne. 2d ed. 12+193 p. il. D [c. '18] N. Y., Encyclopedia Press, 23 E. 41st St. \$1 n.

Burns, Walter Noble

A year with a whaler. 250 p. pls. O '19 c. '13 N. Y., Macmillan. \$2 n.

Reissue of a book published in 1913 by the Outing Publishing Company.

Butterfield, Kenyon Leech

The farmer and the new day. 311 p. D c. N. Y., Macmillan. \$2 n.

States the larger problems which the farmer must face during reconstruction and points out the relations between him and the rest of society during the new era. Author is president Massachusetts Agricultural College.

Carmichael, Andrew William

Practical ship production. 11+252 p. il. O N. Y., McGraw-Hill. \$3

Castle, Irene Foote [Mrs. Vernon Castle], and Castle, Vernon

My husband. 12+264 p. pls. pors. facsms. O c. N. Y., Scribner. \$2.50 n.

Story of the life and career of Vernon Castle together with extracts from his letters written from the front.

Chamberlain, Charles Joseph

The living cycads. 14+172 p. il. D (Univ. of Chic. science ser.) [c. '19] Chic., Univ. of Chic. \$1.50 n.

Account of the distribution, appearance and field conditions of the cycads, together with the life history and phylogeny. Index. Author is professor of botany, University of Chicago.

Chang, Tso-Shuen

History and analysis of the commission and city manager plans of municipal government in the United States. 290 p. O (Studies in the social sciences v. 6) '18 Iowa City, Ia., Univ. of Ia. pap. \$2.50

Clarke, Isabel Constance

The Elstones; a novel. 399 p. O c. N. Y., Benziger. \$1.35 n.

Romance of a girl despised by Lady Elstone but loved by this noblewoman's two sons.

Cosper, Rev. Wilbert Le Roy

Scientific healing; a correspondence course. 10 v. in 1. D ['19] San Francisco, Christian Philosophical Institute. \$25

Curtis, William Henry

The elements of wood ship construction. 7+223 p. il. plans O N. Y., McGraw-Hill. \$2.50

Dillon, Mrs. Mary C. Johnson

The American; with il. by R. M. Brinker-

hoff. 300 p. pls. D c. N. Y., Century Co. \$1.50

Romance of a wealthy girl who does settlement work and at the outbreak of the war answers the call at the front.

Dilnot, Frank

The new America; by an Englishman. 145 p. D c. N. Y., Macmillan. \$1.25

Sketches giving an Englishman's impressions of the United States in 1917 and 1918.

Douglass, Harlan Paul

The little town; especially in its rural relationships. 9+258 p. (8½ p. bibl.) pls. D c. N. Y., Macmillan. \$1.50 n.

Study of the small town, its prospects, people, possibilities and ideals. Index.

Duhamel, Georges [Denis Thévenin]

Civilization, 1914-1917; tr. by E. S. Brooks. 288 p. D c. N. Y., Century Co. \$1.50

Collection of sketches and short stories concerning the war and wounded French soldiers. Book won the 1918 Goncourt prize. Author was a surgeon for four years on an automobile ambulance at the front.

Ertman, E. George, ed.

National directory of the paper box trade and its allied branches, 1919. 205 p. O c. '19 Chic., Ravenswood Press Pub., 4610 Ravenswood Ave. \$2

Fisher, Elizabeth F.

Resources and industries of the United States. 9+246 p. col. front. il. maps (part double) plan tabs. O Bost., Ginn. 80 c.

Intended for pupils in the seventh and eighth grades.

Fosdick, Lucian John

The French blood in America. [New ed.] 448 p. pls. pors. O (Studies in American history). c. '06-'11 Bost., Badger. \$2.50 n.

Fuller, George N.

Democracy and the great war; an outline of the factors which have culminated in the present world struggle. 234 p. (44 p. bibl.) O (Bulletin 20) '18 Lansing, Mich., Dept. of Public Instruction. pap. gratis

Gates, Eleanor [Mrs. Frederick Ferdinand Moore]

Phoebe. 276 p. D [c. '19] N. Y., G. Sully. \$1.50 n.

Story of a little girl who helps her father pick out a stepmother.

Gibbons, Helen Davenport Brown [Mrs. Herbert Adams Gibbons]

A little gray home in France. 12+258 p. front. c. N. Y., Century Co. bds. \$1.50

Sketches of the American soldiers. Author with her family occupied a little château near St. Nazaire and kept open house for the American doughboys.

Chambers Agency, New Orleans

Putting over the fourth liberty loan in New Orleans. 32 p. il. (1 col.) pors. facsms. F [New Orleans, R. H. True Co., 539 Bienville St.] 50 c.

Corbett, Sir Julian Stafford

The league of nations and freedom of the seas. 15 p. D '18 N. Y., Oxford Univ. pap. 12 c.

Davenport, Charles Benedict, and Scudder, Mary F. Naval officers: their heredity and development. O (Publication 250. Station for Experimental Evolution pap. 29) Wash., D. C., Carnegie Inst. \$3

Delafeld, Francis, and Prudden, Theophil Mitchell. Text-book of pathology. 11th ed. 1360 p. il. pls. O N. Y., Wood. \$7.50 n.

Drake, J. Allen, and Rundles, John Clinton

Sweet clover on corn belt farms. 28 p. il. diags. O (U. S. Dept. of Agric. farmers' bull. 1005) [Wash., D. C., Gov. Pr. Off.]

Duncan, Charles H.

Autotherapy. 15+361 p. (4 p. bibl.) pls. facsm. D [c. '18] N. Y., C. H. Duncan, 2612 Broadway \$5

Dunlop, J. P.

Secondary metals in 1917. 299-330 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S., 1917-pt. 1, no. 15) Wash., D. C., Gov. Pr. Off.

General von Bissing's statement. D '18 c. N. Y., Harper. pap. 25 c. n.

Gibbs, George Fort

The secret witness; il. by George Brehm. 402 pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap. 65 c.

Gibson, Charles R.

The marvels of photography; describing its discovery and many of its achievements; with over 30 illustrations. 221 p. pls. (part col.) O (Marvel library) [Phil., Lippincott] \$1.75 n.

Non-technical story of the discovery and development of photography.

Gregory, Jackson

Wolf breed; with front. in col. by Frank Tenney Johnson. 8+296 p. D (Popular copyrights) [c. '16]. N. Y., Grosset & Dunlap. 65 c.

Hanshaw, Thomas W., and Hanshaw, Mary E.

The riddle of the purple emperor; il. by Walter de Maris. 309 p. D c. '18-'19. N. Y., Doubleday, Page. bds. \$1.50 n.

Detective story in which Cleek, the master detective again unravels the mystery.

Harborough, Mark

When wolf meets wolf; a scouting story; with 8 full-page il. by K. W. Coales. 4+234 p. pls. D '18 [N. Y., Macmillan] \$2 n.

Boys' story by author of "Cornered by Scouts."

Hardy, Mary Earle [Mrs. Asa Strong Hardy]

Fairy roads to science-town; il. by Helen M. Barton. 185 p. pls. D [c. '19] N. Y., Dodd, Mead. \$1.35

Natural history taught thru fairy stories.

Harris, Corra May White [Mrs. Lundy Howard Harris], and Leech, Faith Harris

From sunup to sundown. 363 p. D c. Garden City, N. Y., Doubleday, Page. bds. \$1.50 n.

Story told in letters exchanged between a mother who runs a big farm and knows how and a recently married daughter who is helping her husband run his farm and does not know how.

Hillcoat, Charles H.

Notes on the stowage of ships; a handy book upon the stowage of cargoes, with weights and measurements. New and enl. ed. 240 p. 2 fold. col. pls. '18 N. Y., Colonial Pub., 45 Warren St. \$3

Hobson, John Atkinson

Richard Cobden; the international man. 413 p. pls. pors. O N. Y., Holt. \$5 n.

Study and appreciation of Richard Cobden, great free-trader and international politician. Index.

Holmes, Gordon

The house 'round the corner. 308 p. D [c. '19] N. Y., Clode. \$1.50 n.

Mystery story by author of "A Mysterious Disappearance."

Hough, Emerson

The broken gate; a novel; il. by M. Leone Bracker. 348 p. pls. D (Popular copyrights). [c. '17] N. Y., Grosset & Dunlap. 65 c.

Human (The) touch of sympathy. 112 p. S (Golden harvest ser.) N. Y., Stokes. bds. 60 c. n.

Irving, Washington

Rip Van Winkle; and The legend of Sleepy Hollow; in the amanuensis style of phonography by Jerome B. Howard. 51 p. S Cin., Phonographic Institute Co. [222 W. 4th St.] pap. 40 c.

Kelly, Mrs. Eleanor Mercein

Why Joan? 407 p. front. D c. N. Y., Century Co. \$1.50

Story of city life in Kentucky during the period just before the war.

Kerr, Sophie [Mrs. Sophie Kerr Underwood]

The see-saw; a story of to-day. 360 p. col. front. D c. N. Y., Doubleday, Page. bds. \$1.50 n.

Story of married life among America's prosperous and fast-living "younger set," in which business, clubs and social affairs crowd out domestic happiness.

Goodrich, Charles Landon

Producing family and farm supplies on the cotton farm. 16 p. O (U. S. Dept. of Agric. farmers' bull. 1015) Wash., D. C., Gov. Pr. Off.

Gregg, Frank Moody

The voice of the nation; and other verse. 96 p. D [c. '18] N. Y. and Chic., Revell. pap. 75 c. n.

Grover, Nathan Clifford

Surface water supply of the United States, 1915. Pt. 11, Pacific slope basins in California. 345+36 p. pls. O (U. S. Geol. Survey, water-supply pap. 411) '18 Wash., D. C., Gov. Pr. Off.

Guaranty Trust Co. of New York

War profits and excess profits tax regulations under the Revenue act of 1918 (regulations 45, pt. 2B). 27 p. Q [n.d.] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

Helkes, Victor Conrad

Gold, silver, copper, lead and zinc in Montana in 1917; mines report. 331-366 p. tabs. O (U. S. Geol. Survey, Mineral resources of the U. S., 1917-pt. 1, no. 16) Wash., D. C., Gov. Pr. Off.

Gold, silver, copper, lead and zinc in Nevada in 1917; mines report. 253-298 p. tabs. O (U. S. Geol. Survey, Mineral resources of the U. S., 1917-pt. 1, no. 14) Wash., D. C., Gov. Pr. Off.

Henderson, Arthur

The league of nations and labour. 13 p. D '18 N. Y., Oxford Univ. pap. 12 c.

Heye, George Gustav, and others

The Nacoochee mound in Georgia. 103 p. pls. Q (Contributions v. 4, no. 3) '18 N. Y., Mus. of the American Indian, Heye Foundation, pap. \$1.50

Hough, Lynn Harold

Britain's contribution to victory; an address. 14 p. O (Bulletin v. 19, no. 22) '18 Chic., Northwestern Univ., Northwestern Univ. Bldg. pap.

Hull, Rev. Ernest R.

Man's great concern: the management of life. 152 p. D [n.d.] N. Y., Kenedy. pap. 35 c.

Hurley, Edward Nash

Why our ships will now stay on the ocean. 14 p. O '18 Wash., D. C., Gov. Pr. Off.

Imes, Marion

Cattle scab and methods of control and eradication. 29 p. il. plans diagrs. O (U. S. Dept. of Agric. farmers' bull. 1017) '18 Wash., D. C., Gov. Pr. Off.

Kennedy, Thomas, and others

Estrays [verse]. 48 p. D '18 Chic., Camelot Press, 5611 South Boulevard. pap. \$1 n.

Knopf, Adolph

A geologic reconnaissance of the Inyo Range, and the eastern slope of the southern Sierra Nevada, California; with a section on the stratigraphy of the Inyo Range, by Edwin Kirk. 130 p. pls. (part fold.) 2 maps in pocket diagrs. Q (U. S. Geol. Survey professional pap.) '18 Wash., D. C., Gov. Pr. Off.

Lane, Ralph Norman Angell [Norman Angell, pseud.]

The British revolution and the American democracy; an interpretation of British labour programmes. 19+319 p. D c. N. Y., Huebsch. \$1.50

Discussion of British labour programs, attempting to explain the chief moral forces which have brought these programs into being.

Lane, Rose Wilder

Diverging roads. 360 p. D c. N. Y., Century Co. \$1.50

Story of the Pacific Coast of to-day.

Latin-American year book for investors and merchants for 1919. 564 p. il. pors. maps (part. fold.) O [c. '19]. N. Y., Criterion Newspaper Syndicate [15 Park Row]. \$3

Lay, Wilfrid

The child's unconscious mind; the relations of psychoanalysis to education; a book for teachers and parents. 329 p. O c. N. Y., Dodd, Mead. \$2

Points out blunders in present systems of instruction and treats of the unconscious factor of education in the home, the school and the world. Index.

Leaf, Horace

What is this spiritualism? 185 p. O [c. '19] N. Y., Doran. \$1.50 n.

Discussion of the fundamentals and the religious and scientific claims of Spiritualism.

Leitch, John

Man-to-man; the story of industrial democracy. 250 p. D c. N. Y., B. C. Forbes Pub. \$2

McConnell, Francis John, Bp.

Democratic Christianity; some problems of the church in the days just ahead. 9+87 p. S N. Y., Macmillan. bds. 60 c. n.

Discussion of certain tasks that confront the church to-day.

McCourtie, William Bloss, comp.

Where and how to sell manuscripts; a directory for writers. 457 p. O [c. '19] Springfield, Mass., Home Correspondence School. \$2.50

Meriwether, Lee

The war diary of a diplomat. 25+303 p. D c. N. Y., Dodd, Mead. \$2

Leo, Rev. Alexander H.

Abraham Lincoln. 8 p. O [Phil.] Military Order of the Loyal Legion of the U. S., Commandery of the state of Penn. pap.

McCarthy, John Russell

Gods and devils [verse]. 48 p. D '18 c. N. Y., J. T. White. bds. \$1

Out-of-doors [verse]. 48 p. D '18 c. N. Y., J. T. White. bds. \$1

McCaskey, Hiram Dryer

Quicksilver in 1916. 757-773 p. O (U. S. Geol. Survey. Mineral resources of the U. S., 1916, pt. 1, no. 24). Wash., D. C., Gov. Pr. Off.

McIntire, Ruby Clarke

Poems. 53 p. D [c. '18] N. Y. and Chic., Revell. pap. 75 c.

Marshall, Robert Bradford

Results of spirit leveling in Pennsylvania, 1899 to 1911, inclusive. 164 p. pl. O (U. S. Geol. Survey bull. 515) '18 Wash., D. C., Gov. Pr. Off.

Mason, Robert C.

George Mason of Virginia; citizen, statesman,

Author, who was special assistant to the American ambassador to France, 1916-1918, records his experiences and observations.

Morse, M. E., M.D.

First lessons in bacteriology for nurses. 139 p. il. O c. Phil., Saunders. \$1.25 n.

Introductory, non-technical text-book. Index. Author is pathologist to the Boston State Hospital.

Moss, Frank

America's mission to serve humanity (Wilson a prophet, in a line of prophets). 8+106 p. S c. Bost., Stratford Co. bds. \$1 n.

Points out that a continuous voice of prophecy has rung out from the nation's beginning to the present time.

Neidig, William J.

The fire flingers. 360 p. D c. '18-'19 N. Y., Dodd, Mead. \$1.50

Story of a man who takes advantage of a resemblance between himself and a man who died under unusual circumstances and passes himself off as the dead man.

Nevinson, Christopher Richard Wynne

The great war: fourth year; with an essay by J. E. Crawford Fitch. 25+24 p. il. col. front. Q [N. Y., McBride] '18 bds. \$4 n.

Reproductions of war paintings.

New York [State]. University. Div. of School Libraries

Annotated book list for secondary school libraries. History section. 75 p. O (Bulletin 667) '18. Albany, N. Y., Univ. of State of N. Y. pap. gratis

Nolan, Aretas Wilbur

A year in agriculture; with plans for home projects. 394 p. il. pl. D [c. '19] Chic., Row, Peterson & Co., 623 S. Wabash Ave. \$1.20

Nordentoft, Severin

Practical pacifism and its adversaries; introd. by G. H. Chesterton. 213 p. D N. Y., Stokes. \$1.50 n.

Onions, Berta Ruck [Mrs. Oliver Onions]

A land-girl's love story; with il. by Edward C. Caswell. 353 p. pls. D c. N. Y., Dodd, Mead. \$1.50

Story of two English girls who became "farmerettes."

philosopher; an address commemorative of the launching of the S. S. "Gunston Hall" at Alexandria, Virginia, January, 1919. 5+56 p. il. pls. pors. fold. facsms. O c. N. Y., D. A. Morgner, 80 Lafayette St. bds. \$2 n.

Murray, Gilbert i. e. George Gilbert Aimé

The league of nations and the democratic idea 30 p. D '18 N. Y., Oxford Univ. pap. 25 c.

National Industrial Conference Board

Wartime changes in the cost of living, July, 1914-November, 1918. 5+33 p. tabs. O (Research report, 14). c. '19 Bost., Nat. Industrial Conference Bd. pap. \$1

Ohio State University. Dept. of Home Economics.

Effect of gas pressure on natural gas cooking operations in the home; based on tests made in the laboratory under the direction of Edna Noble White [and others]. 27 p. il. tabs. diagrs. O (Bulletin) '18 Columbus, O., Ohio State Univ. pap.

Olivier, Sir Sydney

The league of nations and primitive peoples. 16 p. D '18 N. Y., Oxford Univ. pap. 12 c.

Parkman, Mary Rosetta

Fighters for peace. 311 p. pors. D c. N. Y., Century Co. \$1.50

Biographies of the twelve soldiers and statesmen who have become most famous during the war.

Pier, Arthur Stanwood

Dormitory days; more stories of St. Timothy's. 295 p. pls. D c. Bost., Houghton Mifflin. \$1.50 n.

Boy's story of school life.

Raymond, E. T.

Uncensored celebrities. 244 p. O N. Y., Holt. \$2.50 n.

Critical studies of over thirty prominent Englishmen such as Mr. Asquith, Mr. Balfour, General Smuts, Lord Northcliffe, Winston Churchill, etc.

Rickard, Mrs. Victor

The fire of green boughs; with front. by C. Allan Gilbert. 328 p. col. front. D N. Y., Dodd, Mead. \$1.60

Story having its setting in London and in Ireland during the great war, by author of "The Light Above the Cross Roads."

Rolt-Wheeler, Francis William, and Drinker, Frederick E., eds.

The world war for liberty; a comprehensive and authentic history of the war by land, sea and air. 551 p. pls. pors. maps O Phil., National Pub., 239 S. American St. \$3.75

Russell, Bertrand Arthur William

Proposed roads to freedom; socialism, anarchism and syndicalism. 18+218 p. D N. Y., Holt. \$1.50 n.

Considers socialism, anarchism and syndicalism both from an historical point of view and in their relation to problems of the future.

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Here and there in ready-to-wear; things pertinent and impertinent in garmentdom. 106 p. S '18 N. Y., Goetz & Ottinger, 1 E. 33d St. \$1

Palmer, Margaretta

Teachers' notes on the church catechism, illustrated and explained; part of the combined course on catechism, church year, and prayer book, or to be used separately as a distinct course. 19+175 p. il. charts D N. Y., N. Y. Sunday School Commission, 73 Fifth Ave. 40 c.

Parker, Rev. Thomas Anson

Billy and the slacker [verse]. 104 p. T c. '18 [High Point, N. C., W. A. Barber Pr.] pap. 75 c.

Pickett, Charles Elliott

Helps toward American citizenship. 72 p. S New Haven, Ct., Tuttle, Morehouse & Taylor Co., 125 Temple St. 25 c.

Plath, O. E.

A muscid larva of the San Francisco Bay region which sucks the blood of nestling birds. 191-200 p. Q (Pubs. in zoology, v. 19, no. 5). Berkeley, Cal., Univ. of Cal. pap. 10 c.

Pollard, Albert Frederick

The league of nations in history. 14 p. D '18 N. Y., Oxford Univ. pap. 12 c.

Pollock, Sir Frederick

The league of nations and the coming rule of law. 15 p. D '18 N. Y., Oxford Univ. pap. 12 c.

Porter, George T.

Reasoned settlement of international disputes; composition of the court; reprinted from the volume "Proceedings of the fourth national conference American Society for Judicial Settlement of Inter-

Saillens, E.

Facts about France; foreword by Emile Hovelaque. 304 p. il. maps plans O N. Y., Stokes. \$2.50 n.

Sayers, W. C. Berwick

An introduction to library classification; with readings, questions and examination papers. 172 p. (4 p. bibl.) D '18 N. Y., H. W. Wilson Co. \$1.25

Author is chief librarian, Croydon (Eng.) public libraries.

Scannell, John James, ed.

New Jersey's first citizens, 1919-20; biographies and portraits of the notable living men and women of New Jersey, with informing glimpses into the state's history and affairs. v. 2. il. pors. O. Paterson, N. J., J. J. Scannell. \$10

Schulze, John William

Office administration. 13+295 p. il. fold. pl. diagrs. forms O N. Y., McGraw-Hill. \$3

Seton-Watson, Robert William

The rise of nationality in the Balkans; with 4 maps. [2 fold.] 8+308 p. (10 p. bibl.) O '18 N. Y., Dutton. \$5 n.

Traces the struggles of the various Balkan peoples for deliverance from Turkey and the gradual establishment of the modern Balkan states. Index. Author is lecturer in East European history, King's College, University of London.

Shelton, William Henry

The Salmagundi Club. Limited ed. 160 p. il. O '18 c. Bost., Houghton Mifflin. bds. \$5 n.

national Disputes, Dec. 4-6, 1913, Washington, D. C. 14 p. O N. Y., Oxford Univ. pap. 25 c.

Powell, Ransom Judd

Verses. 16 p. music O [c. '19] Minneapolis [R. J. Powell, 806 First National-Soo Line Bldg.] pap. (priv. pr.)

Reed, Howard Sprague, and Halma, F. F.

On the existence of a growth-inhibiting substance in the Chinese lemon. 99-112 p. pls. Q (Pubs. in agricultural sciences, v. 4, no. 3). Berkeley, Cal., Univ. of Cal. pap. 25 c.

Revenue act of 1918. 196 p. nar. O N. Y., Am. Exchange Nat. Bank [128 Broadway]. pap.

Roberts, John Bingham, M.D.

War surgery of the face. 450 p. il. pls. O N. Y., Wood. \$4.50 n.

Rogers, Lindsay, ed.

The problems of reconstruction, international and national. 167 p. (234 p. bibl.) D (International Conciliation) N. Y., Am. Assn. for Internat. Conciliation. pap.

Scroggs, Joseph Whitefield

Problems of personal development. 164-241 p. O (Bulletin. New ser. 159) '18 Norman, Okla., Univ. of Okla. pap.

Shepards Arizona citations. 137 p. O [c. '18] N. Y., Frank Shepard Co., 140 Lafayette St. mor. \$15

Shepard's New Mexico citations. '18 N. Y., F. Shepard Co. \$10

Short history and photographic record of the first regiment, Pennsylvania infantry, National guard, United States, Colonel Millard D. Brown, commanding. 71 p. Q '18 Phil., E. Stern & Co., 140 N. 6th St. bds. \$2.50

Simon, Charles Edmund

Human infection carriers, their significance, recognition and management. 250 p. (bibls.) il. O. Phil., Lea & F. \$2.25

Simonds, Frank Herbert

History of the world war. v. 3, Verdun and the Somme. 26+346 p. il. col. pls. maps Q c. N. Y., Doubleday, Page. \$4 n.

Sleath, Frederick

Sniper Jackson. 8+283 p. pls. O Bost., Houghton Mifflin. bds. \$1.60 n.

Story of a young British officer and his adventures in love and war.

Smith, Gertrude

The wonderful stories of Jane and John; with il. by Alice Woods. 74 p. pls. c. '99-'18 O Bost., Small, Maynard. \$1.25 n.

Story for little folk by the author of "Arabella and Araminta."

Stokes, Will

Songs of the service; army, navy and marine corps. 235 p. D [c. '19] N. Y., Stokes. \$1.50 n.

Sunset (The) of life. 92 p. S (Golden harvest ser.) N. Y., Stokes. bds. 60 c. n.

Taffrail, pseud.

The sub; being the autobiography of David Munro, sub-lieutenant, royal navy. 318 p. pls. D (Popular copyrights) [c. '18]. N. Y. [Grosset & Dunlap] 65 c.

Tolstoi, Leo Nikolaievich, Count

The living corpse; a drama in six acts and twelve tableaux; tr. from the Russian by Anna Monossowitch Evarts (Mrs. E. M. Evarts). 98 p. D c. '11-'19. N. Y., N. L. Brown [80 Lexington Ave.]. \$1

Produced on the stage under title of "Redemption."

Tomimas, Shutaro

The open-door policy and the territorial integrity of China; with verses in Japanese. 11+161+34 p. front. O c. N. Y., A. G. Seiler [1224 Amsterdam Ave.]. \$1.75

Partial contents: The helpless East and the policies of the Western powers; The position of the United States; Discussion of the open-door policy; American diplomacy and the territorial integrity of China. Author is instructor in Japanese, Columbia University.

Smith, Edward Elmer

A study of some of the chemical changes which occur in oysters during their preparation for market. 24 p. O (U. S. Dept. of Agric. bull. 740) Wash., D. C. [Gov. Pr. Off.]

Smith, Emma Frances Lee

The fields of peace; poems and ballads. 124 p. D [c. '19] Bost., Badger. \$1.50 n.

Spalding, Maj. George Redfield

Training manual in topography, map reading and reconnaissance. 151 p. tabs. diagrs. O '18 Wash., D. C., Gov. Pr. Off.

Spicer, Anne Higginson

The last crusade [verse]. 128 p. D '18 c. N. Y., J. T. White. \$1.25

Springer, Mrs. Rebecca Ruter [Mrs. William McKendree Springer]

Intra muros; a religious tale. 96 p. O Milwaukee, Wis., Trade supplied by C. N. Caspar Co. hf cl. 50 c. n.

Squires, Benjamin Mark

Operation of the industrial disputes investigation act of Canada. July, 1918. 150 p. tabs. diagrs. (4 fold.) O (Conciliation and arbitration ser. 8) '18 Wash., D. C., Gov. Pr. Off.

Stearns, Harold Crawford

Interludes [verse]. 87 p. D '18 c. N. Y., J. T. White. \$1.25

Stone, Ralph Walter

Sand and gravel in 1917. 381-396 p. O (U. S. Geol. Survey. Mineral resources of the U. S., 1917-pt. 2, no. 25) pap.

Their crimes. D '18 N. Y., Harper. pap. 25 c. n.

Tower, William Lawrence, and Breitenbecher, J. K.

The mechanism of evolution in leptonotarsa [by first author]; The relation of water to the behavior of the potato beetle in a desert. 7+384 p. il. pls. (part col., part fold.) maps diagrs. O (Publication 263). Wash., D. C., Carnegie Inst. \$8

United States

The Criminal code of the United States as amended during the second session, Sixty-fifth Congress, with appendices: A. Containing a reference to all laws of a general nature and permanent in character having penal provisions not properly separable from the administrative provisions, not contained in the Criminal code, but embraced in the general revision of the laws of the United States. B. Excerpts from the Constitution of the United States

containing provisions pertaining to crimes and criminal law. C. Table showing where revised statute sections carried into the Criminal code appear therein. 7+106 p. Q '18 Wash., D. C., Gov. Pr. Off.

U. S. Adjutant General's Office

Trade specifications and index of professions and trades in the army. 2d ed. 4+239 p. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Bu. of Internal Revenue for the Information and Assistance of Taxpayers

Income tax primer (rev. March 1, 1919). 23 p. Q N. Y., Guaranty Trust Co. of N. Y. pap. gratis

U. S. Bu. of Labor Statistics

Descriptions of occupations; office employees. 20 p. O '18 Wash., D. C., Gov. Pr. Off.

Workmen's compensation legislation of the United States and foreign countries, 1917 and 1918. September, 1918. 477 p. O (Workmen's insurance and compensation ser.) '18 Wash., D. C., Gov. Pr. Off.

U. S. Bu. of Mines

Descriptions of occupations; mines and mining. 37 p. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Bu. of Naturalization

Syllabus of the naturalization law: an aid to public-school teachers in the instruction of aliens in the requirements of the naturalization law. 8 p. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Commission on Training Camp Activities

Rules for boxing. 16 p. diagr. D '18 Wash., D. C., Gov. Pr. Off.

U. S. Committee on Public Information. Division of Advertising

Government war advertising; report. 48 p. il. F N. Y., Committee on Public Information, Div. of Advertising, Metropolitan Tower, pap.

U. S. Federal Bd. for Vocational Education

Clothing for the family. 115 p. il. O (Bulletin 23. Home economics ser. 1). Wash., D. C., Gov. Pr. Off. pap.

Concrete construction and cement manufacture. 13 p. O (Opportunity monograph. Vocational rehabilitation ser. 13). Wash., D. C., Gov. Pr. Off. pap.

Electrical construction, maintenance, and repair operations. 16 p. O (Opportunity monograph. Vocational rehabilitation ser. 15). Wash., D. C., Gov. Pr. Off. pap.

U. S. Institute for Government Research

The U. S. reclamation service; its history, activities and organization. 11+177 p. (36 p. bibl.) tabs. O (Service monographs of the United States government, 2) c. N. Y., Appleton. \$1

Vandervelde, Emile

Socialism versus the state; tr. by Charles H. Kerr. 229 p. D [c. '19] Chic., C. H. Kerr Co. \$1

Explains attitude of revolutionary syndicalists and Marxian socialists toward the state and shows the practical workings of the state industries already established in Europe. Author is Belgian Minister of State.

Van Dyke, Henry

The valley of vision; a book of romance and some half-told tales. 8+306 p. pls. D c. '15-'19 N. Y., Scribner. \$1.50

Collection of sketches and short stories most of which have the war as a background. *Partial contents:* A remembered dream; A city of refuge; Justice of the elements; The broken soldier and the maid of France; The Boy of Nazareth dreams.

Verrill, Alpheus Hyatt

South and Central American trade conditions of today. New and rev. ed. with complete information to 1919. 12+212 p. fold. maps D c. '14-'19 N. Y., Dodd, Mead. \$1.50

Electrical employments with utility companies. 19 p. O (Opportunity monograph. Vocational rehabilitation ser. 14). Wash., D. C., Gov. Pr. Off. pap.

The law as a vocation. 11 p. O (Opportunity monograph. Vocational rehabilitation ser. 16). Wash., D. C., Gov. Pr. Off. pap.

Oxy-acetylene welding. 14 p. O (Opportunity monograph. Vocational rehabilitation ser. 9). Wash., D. C., Gov. Pr. Off. pap.

Safety and fire protection engineering. 12 p. O (Opportunity monograph. Vocational rehabilitation ser. 6) Wash., D. C., Gov. Pr. Off. pap.

The training of teachers of vocational agriculture. 46 p. O (Bulletin 27. Agricultural ser. 5). Wash., D. C., Gov. Pr. Off. pap.

U. S. Food Administration. Division of Home Conservation

Preserving vegetables by salting, drying, and storing. 16 p. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Fuel Administration

The fuel situation at the beginning of winter, 1918-19; by Harry A. Garfield. 8 p. tabs. O '18 Wash., D. C., Gov. Pr. Off.

U. S. General Land Office

Regulations concerning right of way over public lands and reservations for canals, ditches, and reservoirs and use of right of way for various purposes. Approved June 6, 1908. (Reprint October, 1915, with amendments of May 7, 1912, November 16, 1912, and June 18, 1915). 32 p. forms O '18 Wash., D. C., Gov. Pr.

U. S. General Staff

Infantry drill regulations, United States army, 1911, corrected to July 31, 1918 (changes nos. 1 to 22, and App. D). 259 p. il. pls. fold. diagr. T '18 Wash., D. C., Gov. Pr. Off.

United States Infantry Association

Description and instructions for the use of the fire control rule, model for U. S. caliber .30 ammunition. 80 p. il. T '18 Wash., D. C., U. S. Infantry Assn., Union Trust Bldg. 50 c.

U. S. Reclamation Service

Work and homes for our fighting men. 23 p. il. O Wash., D. C., Gov. Pr. Off. pap.

U. S. Tariff Commission

Summary of the report on reciprocity and commercial treaties; with conclusions and recommendations of the commission. 46 p. O Wash., D. C., Gov. Pr. Off.

Washington, George

The agricultural papers of George Washington; ed. by Walter Edwin Brooke. 145 p. D (Studies in American history) [c. '19] Bost., Badger. \$1.50 n.

Collection of letters portraying Washington's efforts to solve the agricultural problems of his day.

Wells, Carolyn [Mrs. Hadwin Houghton]

The diamond pin; with a front. in col. by Gayle Hoskins. 300 p. D c. N. Y., Doubleday, Page. \$1.35 n.

Fleming Stone detective story, hinging upon a practical joke which had serious consequences.

Whiting, Lilian

They who understand. 200 p. D c. Bost., Little, Brown. \$1.25 n.

Author writes of spiritual experiences and of the phenomena of psychical research.

Whittemore, Thomas, ed. and tr.

Ivan speaks; tr. from the Russian. 47 p. D c. '18-'19. Bost., Houghton Mifflin. bds. 75 c. n.

Sayings overheard by a Russian nurse working among Russian soldiers at the front in 1915, 1916 and 1917.

Young, Charles Augustus

The elements of astronomy; a textbook. Rev. ed. with additions and corrections. 10+508 p. front. il. diagrs. maps tabs. D [c. '89-'19] Bost., Ginn. \$2

U. S. War Dept.

Regulations for the army of the United States. 1913. Corrected to April 15, 1917 (changes, nos. 1 to 55). With supplement containing changes nos. 56-77 inclusive. 416 p. O '18 Wash., D. C., Gov. Pr. Off. *

Salvage of materials and supplies for the army. 1918. 39 p. D (Special regulations 77) '18 Wash., D. C., Gov. Pr. Off.

Small arms firing manual, 1913. Corrected to August 31, 1918. (Changes nos. 1 to 22) 274 p. il. fold. pl. fold. diagr. T '18 Wash., D. C., Gov. Pr. Off.

U. S. War Trade Board

Export conservation list. Effective October 15, 1918. Containing additions and modifications from September 21, 1918, to October 15, 1918. This supersedes all previous export conservation lists. 19 p. O '18 Wash., D. C., Gov. Pr. Off.

War (The) revenue law of 1918: changes in the law; digest of the law; text of the law. 175 p. O [c. '19] N. Y., Standard Statistics Co., 47 West St. pap.

Warbasse, James Peter, M.D.

Surgical treatment. v. 3. 861 p. il. O Phil., Saunders. set. (3 v. and index) \$30

West, Sylvester A.

K and the great work in America; a defense of the true and ancient school of spiritual light. 440 p. il. pors. facsms. D '18 Chic., S. A. West, 720 N. Mayfield Ave. \$2

White, George Dewey

A scout monoplane built in the home workshop; reprinted from Popular Mechanics Magazine. "Written so you can understand it." 24 p. il. O [c. '19] Chic., Popular Mechanics Co., 6 N. Michigan Blvd. 25 c.

Withers, Hartley

The league of nations; its economic aspect. 16 p. D. '18 N. Y., Oxford Univ. pap. 12 c.

Wooton, Elmer Ottis

Certain desert plants as emergency stock feed. 31 p. pls. map O (U. S. Dept. of Agric. bull. 728) '18 Wash., D. C., Gov. Pr. Off.

Yale, Charles G.

Gold, silver, copper, lead and zinc in California and Oregon in 1917; mines report. 203-252 p. O (U. S. Geol. Survey. Mineral resources of the U. S., 1917-pt. 1, no. 13). Wash., D. C., Gov. Pr. Off.

RARE BOOKS, AUTOGRAPHS AND PRINTS

James Lenox in 1847 reluctantly paid \$3000 for a copy of the Gutenberg Bible. London papers at the time had much to say about the "mad" price. In 1911, a vellum copy brought \$50,000 and a paper copy \$27,500. James Lenox and J. Carter Brown both refused to pay \$150 for Winthrop's "Declaration of Former Passages," etc. (Cambridge, 1645), "the little book of four leaves, the Narragansett tract," and yet in the Hoe sale it brought \$10,000. In December, 1855, Henry Stevens sold Mr. Lenox a Shakespearean collection containing the four folios and about forty of the quartos for £600. During the present season the four folios have brought \$28,500 and twenty-eight Shakespearean items—not all quartos—brought \$83,783. The bibliographical records of the last fifty years contain innumerable instances of such increases in rare book values.

The high price, \$11,600, which the first edition of Poe's "Tamerlane" brought in the recent Halsey sale makes the past history of this rarity of interest at this time. The first copy was discovered by Henry Stevens in a London auction room in 1860, who sent it with a lot of other early Boston imprints to the British Museum. It is said he was paid one shilling for it. In 1892, a fortunate book hunter discovered a beautifully preserved copy in a Boston bookstore among a lot of pamphlets priced twenty-five cents each. He sold it at auction a little later for \$1850. The same copy was sold again in the McKee sale, in 1900, for \$2050. Frederic R. Halsey bought it the same day for \$2500. A copy discovered in Baltimore in 1893 had also previously been purchased by Mr. Halsey. Another copy was cataloged and offered for sale in 1914, in Chicago, by Walter M. Hill, for \$1700. This little pamphlet, for it contains only forty pages, was printed by Calvin S. Thomas in Boston in 1827. The edition was small and when the printer had it nearly ready for delivery Poe called and carried a few copies away with him. Poe never called for the remainder of the edition or notified the printer what to do with it. The printer kept the edition until he felt justified in selling it with his waste paper. Poe, in referring to this publishing venture, intimated in a letter to a friend that the entire edition was suppressed "owing to circumstances of a private nature." The four copies now in existence were doubtless among the few taken by Poe when leaving Boston. If Poe presented a copy of this "first venture" to some friend and if perchance this presentation copy should turn up some day, what would it bring? Taking into account the scarcity of Poe presentation copies it would indeed fetch a "mad" price.

Auction Calendar

March 24, 25, 26, 27 at 3 p. m. and 8:15 p. m.
Art Publications, photogravures and books of Goupel & Co. of Paris. (2409 items.) American Art Galleries.

March 26 and 27 at 10 a. m. and 2 p. m.
Library of Frederic H. Hedge. First Editions, Rare and Curious Books. (Part II, M-Z. 1016 items.) C. F. Libbie & Co., Boston.

March 28 at 11 a. m.
Rare Americana. (No. 83; 238 items.) Heartmans.

March 31 and April 1 and 2 at 2:30 p. m.
Autograph Letters and Manuscripts of the late James Carleton Young. (No. 1414; 890 items.) Anderson Galleries.

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The Frederick W. Hunter collection of Japanese color prints was disposed of at the Walpole Galleries on the evening of March 12, 210 items bringing \$14,299. "A Nocturne" signed by Toshusai Sharaka brought the top price of \$975.

The collection of aeronautic and railroad books sold at the Anderson Galleries on March 10 brought \$7327. The aeronautical books were sold separately bringing \$1827, the railroad books *en bloc* for \$5500. Much interest was shown in the collections, but the prices realized were generally regarded as low.

Some of the new high records established at the sale of the last part of the Jones library were \$365 for the first edition of Stevenson's "New Arabian Nights"; \$2600 for Thackeray's "Vanity Fair" in parts; and \$5900 for the first five editions of Walton's "Angler."

The literary property of Gov. Oliver Ames, of Massachusetts, John W. Sterling of this city, and others, sold on March 11 and 12 at the American Art Galleries brought \$17,677. The sale was well attended, the bidding spirited and prices good—in many cases high. A noteworthy item was an early manuscript of Edgar Allan Poe, the story of "Hans Phaall," in 20 square 8vo pages, probably written late in 1834 or early in 1835 as the story appeared in the *Southern Literary Messenger*, July 20, 1835. It brought \$770.

The few copies of Shelley's "Laon and Cynthia" which escaped suppression bore the date 1818. The revised work with the new title of "The Revolt of Islam" also bore the date of 1818. In the sale of Part III of the Jones library was a copy of "The Revolt of Islam" antedating the usually described first edition by one year. The puzzling fact is that the copy bears the date one year earlier than the work it is supposed to supersede.

The library of the late Col. S. E. Atkinson of Great Falls, Mont., was sold at the Anderson Galleries on March 14. The catalog contained 281 items and the sale realized \$6882.25. The most noteworthy feature of the collection was the colored plate books. The prices for these were low. Ireland's "Life of Napoleon," illustrated by Cruikshank, 4 v., full levant, London, 1823-28, first issue of the first edition, \$295; Westmacott's "English Spy," 2 v., full levant, London, 1825-26, first edition, \$205; Apperley's "Life of a Sportsman," illustrated by Alken, full levant, London, 1842, first edition, \$200; Apperley's Life of John Mytton, with Alken's illustrations, London, 1837, \$100; "The Old English Squire," by John Careless, with colored illustrations by Rowlandson, London, 1821, first edition, \$102.50.

F. M. H.

The Publishers' Weekly

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Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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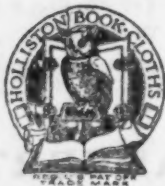
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History of the Families of Kentucky, Thos. M. Green.

John Howell, 328 Post St., San Francisco, Cal.

Our Race, Totten.
Dorcas, Daughter of Faustina, Kouns.
Retrospection and Introspection, Mary Baker Eddy.
Science of Mind, Mary Baker Eddy.
Science and Health, 1875, 1879, 1881.
Blake's Poems, Best edition.
Landon's Poems, Best edition.
Census of First Folio Shakespeare, Sidney Lee.
Works of Jacob Behmen.
Amiel's Journal, 2 vol. edition.
Hexapla of the Bible.
Daughter of the Philistines, H. H. Boyesen.
Origins of Christianity, Ernest Renan.
I Go a-Fishing, W. C. Prime.
Solitude, Zimmerman.
Comedies in Miniature, Cameron.
Barren Grounds of Northern Canada, Warburton Pike.
Across the Subarctics of Canada, Warburton Pike.
Things Chinese, latest edition.
Noa Noa, Gauguin.
Biography of Bianca Cappello.
Le Ballet Contemporain, Svetlow.
A Big Horse to Ride, E. B. Dewing.
Jewish Encyclopedia.

BOOKS WANTED—Continued.**John Howell—Continued**

Poems of Hazlitt.

History of Music in Time of Troubadours, Rowbotham.

A. J. Huston, 92 Exchange St., Portland, Me.

Stars and Stripes, American Newspaper, pub. in Paris, nos. 1-5, 7-13, 19, 21, 23, 26, 35, 36 and 38. Library of Original Sources.

Slave Deeds.

Colonel Howard-Bryce, Life and Works of, or any of his works relating to the Great Pyramid.

St. Olave, Harper Bros.

Major Jack Downing's Letters.

Scott Stamp Catalogue, late edition.

G. A. Jackson, 12 Pemberton Sq., Boston

Dillon's Corporations, vols. 1, 2, 5th ed.

Richardson on Equity, Mass.

Books and Pamphlets on Christian Science, pro and con.

Autograph Letter of Mrs. Eddy.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia

Dangerous Age, Michaelis.

At Last, Charles Kingsley, Macmillan.

My Friend's Book, Anatole France.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Indian Fight, Fighter's Series.

Great Sioux War, 1866-1876, first ed., pub. by McClure, Phillips, & Co.

Salisbury, The Relation of Alimentation to Diseases, pub. by Jenkins, list \$5.00.

Milton's Paradise Lost with 50 illustrations, large gilt edition, illus. by Gustave Dore, pub. by Pollard and Moss, New York.

Sam Lovell's Camp, Robinson.

New England Directory, Hitchcock edition.

St. Nicholas Magazine for Jan., 1918.

Brown on Trade Mark, pub. Little, Brown, last ed.

Kroch's International Bookstore, 22 N. Michigan Ave., Chicago

Hope, Prisoner of Zenda.

Coral Lambert, 1230 No. Berendo St., Los Angeles, Cal. [Cash.]

Decorative Furniture, Foley, 2 vols., Folio.

Decoration, Furniture, Tapestry, Lenygon, 3 vols., Folio.

English Furniture of Eighteenth Century, Cescinsky, 3 vols., Folio.

Lacroix, Paul et F Sere, any items, English, text preferred.

Any items on Nineteenth Century Furniture and Decoration, anything on Glassware, Horography, Musical Instruments, Weapons, etc.

Charles E. Lauriat Co., 385 Washington St., Boston

Voltaire's Philos. Dict., 2 vol. ed.

Life James Madison, Gaillard Hunt.

The Bostonians, Henry James.

Harper's Cyclo. U. S. History.

Martin's Equation Tables.

C. Knight's Autobiography with Extracts from Her Journal, 2 vols., 1861, Allen & Co., London.

Anglo-American China, Barbour.

Epitome of Nat. Dict. of Biography.

George Robertson's Scrap Book.

Romantic Adventures of a Milkmaid.

Evolution of Past, Knipe.

Central Asia and Tibet, Hedin.

The American, James.

France, by J. E. C. Bodley.

Modern Development of Dry Fly, Halford.

Memoirs Pierre Radisson.

Inside History Carnegie Steel Co., J. H. Bridge.

Greek Female Costume, J. M. Smith.

A Journey of Joy.

Old Time Notes of Pennsylvania, McClure, 2 vols.

Case of South Against North, B. F. Grady.

Old New England Traits, George Lunt.

Book of Artists, H. T. Tuckerman.

Recollections Sixteen Presidents, R. W. Thompson.

John Drinkwater's Poems, pub. Dodd, Mead & Co.

Ford's Poetic View of the World, Oxf. Univ. Press.

Love Letters of a Rookie, Barney Stone.

The Love Letter, "Istar," Chicago.

Los Cerritos, Gertrude Atherton, New York, 1890.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
Senator North.**A. Atlas Leve, Syracuse, N. Y.**

Coin Books on China and Japan, also other Coin works.

Lewis Book Co., 115 So. Spring St., Los Angeles, Cal.

Shepard's California Citations, vol. 1, 1908.

Stratman's Middle English Dict'y, Revised.

Hopkins, Magic and Stage Illusions.

Chute Family in America, 1894.

Liberty Tower Book Shop, 55 Liberty St., New York

French Dishes for American Tables, Pierre Carron, pub. D. Appleton, 1887.

C. F. Liebeck, 859 East 63rd St., Chicago

Sabin Dict. of Americana, odd vols.

Rich, Bibliotheca Americana Nova.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

Books by Thomas Lake Harris.

Life and Apostleship of St. Paul, by Lord Littleton.

B. Login & Son, 152 East 23d St., New York

Lough, Business Finance.

Dealers send lists of Medical and Chemical items.

Landolt, Refraction.

Jerome Cardan, The Works of.

Salzman, Anatomy and Histology of the Eye.

Oatman, Diagnosis of Fundus.

Greef-Foster, Atlas Dis. of Eye.

Haab, Atlas of Operative Ophthalmology.

Fuches, Ophthalmology, late edition.

Lord and Taylor Book Shop, Fifth Ave. and 38th St., New York

Ernest Linwood, by Mrs. Lehentz.

Loring, Short & Harmon, 474 Congress St., Portland, Maine.

London Spectator, May 27, June 3, Oct. 7, 1916; Mar. 24, Mar. 31, 1917.

Lowdermilk & Co., Washington, D. C.

Ruxton, How to Write a Financial Prospectus.

Illingsworth, Personality.

Steele, American Campaigns.

Thackeray, Old Kensington.

Taylor, Lectures and Literary Productions.

Carroll, Sylvie and Bruno.

Jackson, Chronicles of Georgetown.

Rives, Witness of the Sun.

Wyoming Geological Survey, Bulletins 1, 4, 8, 9, 10, 11.

Alabama Geological Survey, Bulletin 4.

Alabama Geological Survey, Special report 6.

Longmans, Green & Co., Fourth Ave. and 30th St., New York

Uncle Tom's Cabin, edition pub. in 1852 by Messrs.

George C. Rand & Co., of Boston, Mass.; also a later ed. pub. by Messrs. George C. Rand & Avery

of Boston, and illustrated by Hammatt Billings and John Andrew.

McClelland & Co., 141 North High St., Columbus, O.

Confessions of Frederick the Great, and Life, in 1 volume, Seaton, Putnam.

A. C. McClurg & Co., 218 So. Wabash Ave., Chicago

Ante Nicene, Nicene and Post Nicene Fathers, set.

French Catalogues of Sales of Japanese Prints and Books.

Encyclopedia Britannica, Cambridge edition, 29 vols., sheep, cloth, or full morocco, India paper.

Harvard Classics, 50 vols.

McDevitt-Wilson's, Inc., 30 Church St., New York

Dewhurst, Impressionist Painting.

Hamilton, Miracle of Love.

Common Clay.

Peple, Littlest Rebel.

Journals of Dorothy Wordsworth.

Nevinson, The Plea of Pan.

Trask, Bowling Green, Putnam, 1898.

Nineteenth Century, July, 1918.

Contemporary Review, July, 1918.

Wilde, Epigrams, Keller Farmer ed.

Chambers, Whisper.

Orr, Mrs. Sutherland, Handbook to the Works of Robert Browning.

Encyclopedia Britannica, 11th ed.

Book of Knowledge.

BOOKS WANTED—Continued

McDevitt Wilson's—Continued

Burrough's Works.
 Don Quixote.
 Dramatic Items.
 Harvard Classics, clo. and lea.
 O. Henry, Review of Reviews edition.
 Irving's Works, Jensen edition.
 Our Wonder World.
 Pepy's Diary, Good English ed., Large type.
 Vasari's Lives, Good English ed.
 De Quincy's Works, good edition.
 Lowe's International Commercial Dictionary.
 Thaliana, Mrs. Hester Lynch Tahle.
 Piozziani, Mrs. Hester Lynch Piozzi.

Joseph McDonough Co., Albany, N. Y.

The Sensitive Man, by Barron Reichenbach.
 Gadbury's Doctrine of Nativities, 1661.
 Saunder's Fifth Reader.

John Jos. McVey, 1229 Arch St., Philadelphia
 Wheeler, Course of Empires, H. M. & Co.

Macaulay Bros., 78 Library Ave., Detroit, Mich.

Dr. Orville W. Owen's Books on Bacon as the Author of Shakespeare Plays, also the Bacon Cyphers.
 The Man Who Understood Women.

R. H. Macy & Co., Book Dept., New York

Fine Fridays, by Adams.
 Vassari, Drawings of the Old Masters Uffizi and Florentine Academy.

Madison Book Store, 61 East 59th St., New York

Gidding, Democracy and World Empire.
 Mumford, The Orphan and Bar 20.
 A. B. Street, Frontenac.

Henry Malkan (Receiver), 42 Broadway, New York

Jones, Wild Western Scenes.
 Salter, Engravings and Their Values.
 Hazzard, Verse and Worse.
 Patch, From Keil to Truck.
 Besant, Revolt of Man.

L. S. Matthews & Co., 3563 Olive St., St. Louis

Bailey & Miller, Embryology.
 Reighard & Jennings, Anat. of Cat.
 Wyllis, Disorders of Speech.
 Mott, Brain and Voice in Speech.
 Aiken, Voice Intro. to Phono.
 Brown, Language.
 Collins, Genesis and Dis. Cerebral Speech.
 Fairbanks, Speech Defects Child.

Methodist Book Concern, 581 Boylston St., Boston

Hudibras, Samuel Butler, D.D.
 Romance of Old New England Roof Trees, Mary C. Crawford.

Methodist Book Concern, 150 Fifth Ave., New York

Delineation of Roman Catholicism, Elliott.

The W. H. Miner Co., 3518 Franklin Ave., St. Louis

International Library of Technology, vol. 150.
 Decorative Lettering.
 Books by Jerome Cardan.
 Thirty Years a Scout.
 Rhymes of the Survey.
 Marx, Capital.

H. A. Moos, 331 W. Commerce St., San Antonio, Tex.

Lists of books on Architecture.

Moroney's, Third St., Cincinnati, Ohio

Masspero's Dawn of Civilization, and other works.
 Nicholai and Hays, Life of Lincoln.
 Writings of St. Bernard and Catholic Periodicals.
 50 Hymns of Service.
 Annals of the Four Masters.
 Burke's Peerage, quote Irish books.
 Dictionary of Philosophy, Baldwin and others.
 Elaborate Works on Penmanship.
 I. C. S. Chemistry, and other sets.
 Electricity, All Arts and Crafts.
 Remember prices must be right.
 Job Lots in Bibles and Sets of Authors.
 Geographic Magazine, vol. 23.
 Early vols. of Geographic Magazine.
 Books by or of Nietzsche.

Moroney's—Continued

Ridpath's Histories.
 Rhodes' History.
 Page's History of U. S., 1914, Lippincott.
 Le Clercq, Faith of New France, trans. by Shea.
 Set of Ingersoll and Paine.
 I. C. S. Chemistry, and other sets.
 Technical Handbooks, Machinery, etc.
 Medicology, Dr. Gunn and others.
 Recipes, Formulas, and Cook Books.
 Metal Workers' Pattern Book, etc.
 Books About Saving.
 R. Wy. Cost Accounting, etc.
 Spencer's History of Ky. Baptists.
 Britton and Brown's Flora.
 Achievements of a Century.
 Dictionary of Artists, 4 vols., Scribner's.
 Roget's and March's Thesaurus.
 Soule and Crabbes' Synonyms.
 Watch and Clockmaker's Handbook.
 Books on Antique Watches and Clocks.
 Bibles and Commentaries, job lot.
 Practical Housekeeper, and other Cook Books.
 Astrology, Magic, New Thought, etc.
 Autobiography of a Musician.
 Fissot's Illud. Bible, 5 copies.
 B'ble Looking Glass.
 Charles Beecher's Patmos.
 Book on Metal Engraving.
 Decameron, Complete.
 Book of Knowledge, \$15.00.
 Twain, good set, \$15.00.

Morris Book Shop, 24 No. Wabash Ave., Chicago

Tolstoi, Anna Karinina.
 Scott's Works, Millet edition.
 Economic Conditions and Cause of Crime, Wright.
 Ayesha, Haggard.
 Raphael and the Villa Farnesina.
 Frescoes in the Sistine Chapel.
 Ariadne, English translation.
 Concealing Colorization in the Animal Kingdom, Thayer.
 Donovan, Gilbert Parker.
 Lavengro, Borrow.
 Max Pemberton's Novels, Any.
 It is the Law.

Newbegin's, San Francisco, Cal.

Josiah Keep, Western American Shells.
 Bairnsfather, Fragments from France, parts 1, 2, 3, 4, 2 copies each.

Daniel H. Newhall, 154 Nassau St., New York

Fleming, Documentary History of Reconstruction.
 Loring, Nullification and Secession.
 Ellis, Indian Wars of the U. S., 1879.
 Fisher's Advertising Guide, 1869.
 McPherson, History of the Reconstruction Period.
 Fisk, James L., Idaho: Her Gold Fields, 1869.
 Forsyth, G. A., Thrilling Days of Army Life.
 Fry, Travelers' Guide to N. W. Terr., Cinn., 1865.
 Fagan, Southern War Songs, 1892.
 Foster, Stephen C., Collected Songs.

H. S. Nichols, Inc., 17 E. 33rd St., New York

Baedeker's Spain and Portugal, latest ed.
 Bede, Cuthbert, Rev. Bradley, Any photos, Mss., autograph letters, first or other editions of his works, or any literary material on, or by.
 Bushnell, The Character of Jesus.
 Charlevoix, History of Santo Domingo.
 Classical Library, 12 vols., Harper's.
 Cox, E. G., Why We Laugh.
 Davis's Memories of Aaron Burr.
 Debs, Eugene, Life, Essays and Speeches.
 Dickens, Any speeches made during his visit to America, by others than himself, at gatherings at which he was present.
 Dumas, Complete set of.
 Dumas, Celebrated Crimes.
 Eliot, Dr., 5 ft. Bookshelf, last vol.
 Encyclopaedia, New International, 2nd ed., last vol.
 Ethnology of the French Race, Anything on.
 Fonteney, Marquise de, Revelations of High Life Within Royal Palaces.
 Frankish (Teutonic) Element in the French Race, Influence of.
 French Reader Used in the New England Schools, 1861, containing selected plays of Classic French Drama.
 Goltra, or Goldra, Preventative Medicine, N. Y., 1912.

BOOKS WANTED—Continued.

H. S. Nichols—Continued

Green, Mayor Gaynor's Letters.
 Harrison, B., Views of an Ex-President.
 Heald, Franklin J., The Procession of Planets.
 Herrera, History of West Indies, 1730 (?)
 Illuminating, Books on the art of.
 Jackson, C. J., History of English Plate, pub. B. T. Batsford.
 Janvier, A., Stories of Old Spain.
 Jones, Owen, Grammar of Ornament.
 Kinzie, Mrs. Wau Bun, pub. D. B. Cooke & Co., Chicago, 1857.
 Leslie's Boys and Girls' Weeklies, from 1870 onward, any.
 Lodge, Henry Cabot, Life of Cabot.
 London Daily News, newspaper, Dec. 14, 1889.
 Longacre, J. B. and James Herring, Nat'l Portrait Gallery of Distinguished Americans, Set or any odd vols.; also similar set of English famous men.
 McFarlane, Japan.
 Moore, Vice-Admiral W. U., Glimpses of the Next State.
 Morrison, Michael, Chief Justice of Ireland, Books on, or by.
 Ovieda, History of West Indies.
 Roosevelt, Robert B., Five Acres Too Much.
 Sabatini, Rafael, Torquemada and the Spanish Inquisition.
 Sadler, Old French Book, A collection of colloquial phrases, names of fêtes, etc.
 Sanborn, Kate, Adopting an Abandoned Farm.
 Schreiner, Olive, Trooper Peter Halket.
 Staley's History of the Guilds of Florence.
 Stoker, Bram, Dracula.
 Thomson, Hugh, Any book on or illus. by.
 Truth, issued periodically in N. Y. some years ago.
 Tucker, Geo., History of the U. S.
 Tucker, St. Geo., Commentaries on Blackstone.
 Tucker, St. Geo., Dissertation on Slavery.
 Verdict, periodical issued N. Y. about 1900.
 Williams, B. S., Choice Stove and Greenhouse Plants.
 Williams, B. S., Select Ferns and Lycopods.
 Woodward, Augustus J., Any books or pamphlets by.
Norman, Remington Co., Charles St., Baltimore, Md.
 Fables of La Fontaine, illus. by Grandville, 2 vols., Wright, Boston, 1841.
 Forel, Sexual Question, cheap ed.
 P. P. Quinby on Mental Science, circa. 1850.
 Whipple, Value of Pure Water.
 Hawley, False Start.
 Fraser, In Shadow of the Lord, Holt.
 Arabian Nights, trans. by Scott.
 Huckel, Song of Motherhood, Crowell.
 Caldwell, Woodruff Genealogy.
 Rev. F. W. Faber, Poems.
 Hellmuth, Study in Mental Life of Child.
 Crile, Origin and Nature of Emotions, Saunders.
 Eberlein, Colonial Homes of Phila., Lipp.
 Dickens, Xmas Books and Stories, vol. 1 only, D. M. Fitzhugh Lee, Recollections.
 Guizot, History of Origin of Representative Government of England.
 Hull, Art of Stage.
 Parker, Hill of Pains.
 French, Our Boys in India.
 Budge, The Rosetta Stone.
 Tetraenagetuim Sanctum enextra, etc.
 The Lyria Forme of New Testament Names.
Old Corner Book Store, Inc., 27 Bromfield St., Boston
 Spirit of Am. Government, J. Allen Smith, 2 copies.
 Parrots in Captivity, one set, 3 vols., by Green, London, Bell & Sons.
 Nature and Matter of Elec., Comstock & Troland.
 Motor Boat, Dec. 10, 1918.
Pettis Dry Goods Co., Indianapolis, Ind.
 Bleak House, Hearst National ed., Dickens, clo., 1 vol. each 1 and 2.
 Journeys in India, by Graham.
N. A. Phemister Co., 42 Broadway, New York
 United States Court of Claims Reports, vols. 1-52, or vols. 1-31.
L. Pingpank, 122 Virginia Ave., Indianapolis, Ind.
 Dallinger, The Microscope and Its Revelations, edition later than 1847.
 Greek, also Hebrew Lexicon.

L. Pingpank—Continued

Teckner, Life and Exploits of Jehovah.
 Herbert Quick, The Broken Lance.
 Kerr, An Honest Lawyer.
 March, Thesaurus.
 Gray's Anatomy, 1913 edition.

Platonist Press, 292 Henry St., New York

Clayton, Geo. R., Angelology, N. Y., 1851.
 Ramsay, Seven Cities of Asia.
 Dionysius Areopagitica, Celestial Hierarchies, tr. Parker, 1894.

Pownor's Book Store, 33 N. Clark St., Chicago

Bailey, Among the Lawmakers.

Pownor's Book Shop, 406 W. Superior Ave., Cleveland, Ohio

Fireland's Pioneer, first series.

Presbyterian Board of Publication, 420 Elm St., Cincinnati, Ohio

Poems of Truth, Love and Power, Wm. Lee Popham.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia

Geneva New Testament, John Calvin.
 The New Testament, A Literal Translation from the Syriac Peshito Version James Murdock.

Presbyterian Board of Publication, 315 No. Tenth St., St. Louis

The Foundation of Life, Flavel.

Presbyterian Book Store, Granite Bldg., Pittsburgh, Pa.

God's Light on Dark Clouds, Cuyler.
 Hodge, Theology, 3 vols, second-hand.
 Epic of Saul, Wilkinson, Funk & Wagnalls Co.

John M. Pryse, 26 Charles St., New York

Colville, W. J., With One Accord, Anything by.
 Davis, A. J., Death and After—Life, Anything by.
 Dreamer, Studies in Bhagavad-Gita, vols. or sets.
 Hartmann, F., Secret Symbols of Rosicrucians.
 Home, D. D., Incidents in My Life, Anything by.
 Hoffman, David, Chronicles of Cartophilus, vol. 3. Mental Chemistry.
 Stead, W. T., Real Ghost Stories.

The Public Library, Detroit, Mich.

Poole's Index, vol. 1, 1802-81.
 Magruder, W. B., Assignments of Patent Rights, latest ed.
 State Department, International Joint Commission on Boundary Waters, U. S. and Canada: Water Pollution, pollution of boundary waters, conference with sanitary engineers at New York City, May 26, 1914.
 U. S. Dept. of Interior: Bureau of Mines, Bulletins, nos. 74, 75, 78, 86, 89.

Public Library, Los Angeles, Cal.

Lewes, G. H., On Actors and Art of Acting.
 Münsterberg, H., Tomorrow.
Putnam's, 2 West 45th St., New York
 Dresser, Book of Secrets.
 Brewster, Guide to Living Things.
 Sphingidae of New England.
 Orczy, Son of His People.
 Bauer, Precious Stones.
 Simonson, How to Make Converter Steel Castings.
 Bartimeus, Naval Occasions.
 Dodge, Riders of Many Lands.
 Mark Twain, Prince and the Pauper, first Amer. ed.
 American War Ballads.
 Tristram and Isolde.
 Pittenger, Capturing a Locomotive.
 Hall, Love's Intrigues of Royal Courts.
 Lodge, The Federalist.
 Don Quichote, ill. by Dore, in French, vol. 2.
 Braes of Yarrow.
 Montesquieu, Persian Letters.
 Life and Letters of Mrs. Catherine Sedgwick.
 Anatole France, complete set, cloth.
 Turgenev, A Desperate Character, 4½ x 6¾ inches, Garnett.

Fleming H. Revell Co., 17 N. Wabash Ave., Chicago
 Overweights of Joy, a Revell publication.

Paul R. Reynolds, 70 Fifth Ave., New York
 Harding's Luck, E. Nesbit.

BOOKS WANTED—Continued

W. M. Reynolds, 530 Twelfth Ave., Astoria, L. I., N. Y.

Items of real interest relating to prominent New York and early American families, such as original Mss., letters, wills, deeds, etc., portraits in oil, engravings, etc.

Current catalogs and lists of Americana, Genealogy, etc.

Riverbank Laboratories, Geneva, Kane Co., Ill.

Works of ciphers, cryptograph, cryptology, steganology, steganography, polygraphy, cryptematics, scotography, and synthemology, also deciphering, published at any time prior to 1825. Please send careful description, date and price.

E. R. Robinson, 410 River St., Troy, N. Y.

Harris, Sut Lovingood's Yarns.

Porter, J. W., The World's Debt to the Baptists.

Pendleton, J. M., Baptist Doctrines.

Dagg, Baptist Church Order.

Pendleton's Manual, Baptist.

Stanton, W. A., A Record, Genealogical, Biographical and Statistical of Thomas Stanton.

Mabie, H., Book of Christmas, Macmillan.

Kocziczek, F., Die Wintercampagne des Graf Schlickschen Armeecorps.

Schlesinger, M., The War in Hungary, London, 1850.

Jackpots, poker stories.

Sanderson, Signers of the Declaration of Independence.

Princess Helena von Racowitza, an Autobiography, N. Y., 1911.

Buckle, History of Civilization in England.

Lewis, A. G., Stub Ends of Thought and Verses.

The Archo Volume.

Railway Review, Oct. 5, 1918.

Power, Sept. 17, 1918.

Science, Oct. 18, 1918.

Howells and Perry, Library of Universal Adventure by Land and Sea.

History of Rehoboth, Mass.

Smith, C. G., History of Methodism in Georgia and Florida, 1877.

Smith, C. G., History of Georgia Methodism, 1913.

Moore, Mrs. P. H., 20 Years in Assam.

Josh Billings' Everybody's Friend.

Wit and Humor of the Age.

Lives of all Ministers and Bishops of the Methodist Church South.

Henkle, Life of Bascom, 1854.

Rivers, Life of Bp. Paine, 1884.

Barrows, W., The Indian's Side of the Indian Question.

Poems of John Davis, N. Y., 1886.

Hopkinson, F., The Old Farm and the New Farm, N. Y., 1857.

Struggles of Petroleum V. Nasby, Boston, 1888.

Osgood, S., Student Life, 1861.

Tanner, Reprint of the 1st Discipline of the African M. E. Church.

Bell, H. P., Men and Things, 1907.

Coles, G., My First 7 Years in America, 1852.

Finney, Life of Bp. Marvin, 1880.

Robson & Adey, Schenectady, N. Y.

Equality, Bellamy.

Tuxedo Reciter, Ex Pub. Co.

American Rifle, Whelen.

Mark Twain, Set.

Beecher, Life Thoughts of, Proctor.

Asbestos, Anything on the use of, published in any language.

Henderson, Locomotive Operation.

Annals of Albany, Set, or odd vols.

Locomotive Dictionary, pub. Boardman.

Direction of Desire, Bligh.

Commentary on the Bible, Albert Barnes.

Leo Rullman, 1421 University Ave., New York

Lulu Hurst, The Georgia Wonder.

Maskelyne, Sharps and Flats.

Evans, Old and New Magic, 2d ed.

Quinn, Gambling and Gamblers' Devices, 1912.

Ennemoser's History of Magic, Bohn Library.

Engstrom, The Humorous Magician Unmasked, 1836.

St. Paul Book & Sta. Co., 55 E. Sixth St., St. Paul, Minn.

Pioneer Women of the West.

Schulte's Book Store, 80 Fourth Ave., New York

Trial of Oscar Wilde.

N. Y. Geneal. and Biog. Soc. Pubs.

Edinburgh Review Magazine, complete set.

Jewish Encyclopedia.

Draper's Intellectual Development.

Jams, Arizona, the Wonderland.

Valentine's Manual, 1848 and 1850.

Books on Phallic Worship.

New York Times, from beginning of the present

European War.

Kuhne, Science of Healing.

International Encyclopedia, 1902 edition.

Maupassant, vol. 15.

Abbot's Franconia Series.

Lyrarimois, Vindicae Contra, 1586 or other editions.

Francis Hotman, Franco-Gallia, 1576.

Bodin, De La Republic, 1579 or other editions.

Goldast, The Monarchic, 3 vols., 1610 or later.

William Barclay, De Potestate Papae.

Henstreet, Electricity and Resurrection.

Mivort, Lessons from Nature.

Mivort, Origin of Human Reason.

Nasby Abroad.

Lectures and Letters of Wendell Phillips, complete

set.

Anti-Nicene Fathers, vol. 7.

Temple Scott, 101 Park Ave., New York

Princess Helene von Racowitza, Macmillan, 1911.

Synopsis of the British Diatomacae, Smith.

Diatomes of North America, Nolles.

Stub Ends of Thought and Verses, Lewis.

Scrantom, Wetmore & Co., Rochester, N. Y.

Luce, Writing for the Press, good copy.

Liljencrantz, Thrall of Lief the Lucky.

Charles Scribner's Sons, Fifth Ave. at 48th St., New York

Colour in the Flower Garden, Jekyll, 2 copies.

The Progress of Dogma, Orr.

Rational Theology and Christian Philosophy in Eng-

land and in the XVII Century.

Mind in Christ, Adamson, 2 copies.

Poem Book of the Gaelic, Hull.

Aquatic Life, vol. 1.

Suppressed Desires, Cook & Glaspell, paper, 35c.

In Provincetown, Shay.

Trollope, Castle Richmond, .75.

Lea, Henry C., Superstition and Force, latest ed.

Sayce, History of Hebrews.

Hand, How to Make a Fiddle.

Smith, Ocean Carrier, 1908.

Hugon, Social France in the 17th Century.

Patton, Sources of Synoptic Gospels.

Kendall, Essentials of History.

Wood, A Trip to the Land of the Midnight Sun.

Keary, Norway and Norwegians.

Mansfield, Castles and Chateau of Old Touraine

and Loire Country.

Willson, Norway at Home.

Schreiner, Trooper Peter Halket of Mashonaland.

Couch, True Tilda.

Van Slyke, Eve's Other Children.

Arnold, History of Rome.

Kley, Skizzenbuch, 3 vols.

Tourgee, Fool's Errand.

Shay, Suppressed Desires Cook.

Maud Diver's Last Novel "Awakening."

Maud Diver's Candles in the Wind.

Leverhulme, The Six Hour Day.

Svendsrup, New Land.

Lollardy and The Reformation in England, Gard-

ner, 3 vols.

Dodge, The Black Hills.

Dodge, Plains of the Great West.

Dodge, Our Wild Indians.

Ibanez, The Blood of the Arena.

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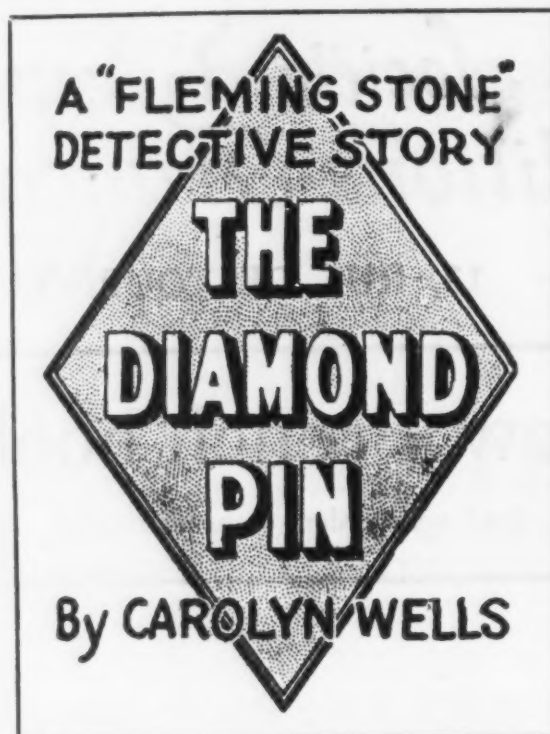
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